

# The COMMERCIAL and FINANCIAL CHRONICLE

ESTABLISHED 1839

Reg. U. S. Pat. Office

Volume 194 Number 6116

New York 7, N. Y., Thursday, December 14, 1961

Price 50 Cents a Copy

## Editorial AS WE SEE IT

For some time past stories have been in circulation, apparently inspired, about plans that the Administration was drawing up involving great enlargement of the powers of the President over tariff matters and a number of programs designed to ensure rapid economic growth. All this talk was couched in highly generalized language, but along with it all were vague assurances that the President in his then forthcoming addresses to the National Association of Manufacturers and the American Federation of Labor Congress of Industrial Organizations would lift some of the fog surrounding the subjects. Both these addresses have now been delivered and widely publicized, as well as another by the Secretary of Labor to the organized labor gathering, and we have to face the fact that little light has yet been shed upon any new programs that the President and his advisers have in mind except that he wants more power, particularly over tariffs.

It must be said, also, that none of these addresses furnished any evidence of really constructive thought on any of these subjects. This seems to leave the whole situation about where it was before except to confirm the impression that the powers that be definitely would move further in the direction of a planned and managed economy. Certainly neither of the speakers indicated any real understanding of what is required if a sound and helpful way is to be found out of the troublesome international situation or, for that matter, our difficulties at home.

### Old Straw

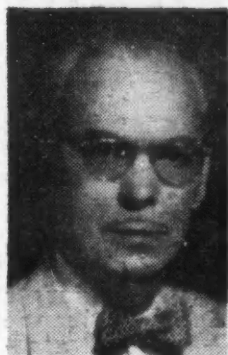
Not much is to be gained by going over in any detail what either the President or his Secretary of Labor had to say. Both threshed over old straw for the most part, but both made it clear enough—the President on two occasions—that their basic thinking on current matters all but precludes much that is really constructive. The President repeats his “intention” to recommend a balanced budget for the coming fiscal (Continued on page 26)

## Trend of Fixed-Interest Yields Is Definitely Upward for Next Year

By Robert Van Cleave,\* Vice-President, C. F. Childs and Co., New York City

Practitioner in and economist of government securities market forecasts higher interest rates during 1962 and a considerable modification from ease in Federal Reserve's monetary policy. Though certain about the upward trend for fixed-interest yields, Mr. Van Cleave admits being considerably puzzled as to whether it will be sharp and sudden or the obverse, ticks-off possible opposing developments, and refuses “to bet that the highs of interest rates established toward the end of 1959 are inviolable for all time.” He draws an interesting parallel of the present bond market outlook and the 1958-59 period with the exception of marked change in Federal Reserve's policies and the balance of payments.

History never repeats itself. That old aphorism may be true, but only if one specifies “. . . repeats itself precisely.” Everyone knows that incidents are continually popping up that remind one of something that happened in the past, and even if history does not repeat itself precisely certain broad outlines of repetition are visible. If that is not true, then the people at the National Bureau of Economic Research, and others have been wasting a terrible amount of time and effort in their study of business cycles.



Robert Van Cleave

As a basis for a discussion of the present outlook for the bond market, therefore, I invite attention to the period 1958-59. There are some similarities to the present period that are so striking one almost has the feeling of seeing an old movie for the second time in a few weeks. In the first place, that

was a year of recovery in the business cycle. The trough then was touched in April, 1958; this year the trough was dated in February.

That earlier recovery was at first quite sharp, but some hesitation appeared later in the year. Some doubts about the future reliability of the movement began to be expressed. Even economists tended to tone down earlier forecasts; they found it difficult to discern where the “single autonomous push” that might drive us to a new boom was to come from.

The consumer dragged his heels for quite a while. Consumer instalment credit outstanding was cut back sharply early in the year, and for the year as a whole showed little or no net increase.

Demands on the capital market continued heavy. Wonderment was expressed during the first half as to where the demand was coming from. Total capital issues of corporations for new money came to nearly \$6 billion, and State and local government new issues to about \$4.5 billion. Commercial banks alone absorbed \$2.2 billion of the latter during the first six months.

Loan demands on the banks appeared sluggish, and disappointed earlier expectations. Total loans in all commercial banks rose only \$2.6 billion in the last half of the year, and only \$4.3 billion for the year as a whole. Banks added \$8.2 billion to their holdings of government securities during the year.

### Recent \$12.6 Billion Cash Deficit

The Treasury Department incurred a whopping deficit. It amounted, on the cash basis, to \$12.6 billion in the six months July-December. Fortunately, that fiscal year started, July 1, with a king-size cash balance of \$9.7 billion. To help cover the deficit, that was drawn down to \$4.9 billion by the end of December. In spite of that, however, gross cash borrowing in the market was very large. It amounted to \$12.1 billion for the six months, and all of it was (Continued on page 24)

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**MORTON GLOBUS**

President, Globus, Inc., New York City

**Henry's Drive-In, Inc.**

Among the hundreds of situations I am called on to examine each year, I always look for four fundamentals: able management; high standards; a well-trained, well-motivated group of employees; and good value to the company's customers.

Thirty months ago, when last I contributed an article to this column, I wrote about an organization that was outstanding on all four counts. Since then Chock Full O'Nuts has gone from 5 (on an adjusted basis) to 31. It has also taken to the highways. So have I!

Today I am just as bullish about Henry's Drive-In, Inc., as I was about CFN back in April, 1959. Matched against the four fundamentals, HDI shows as much potential now as CFN had then.

**Top Value to Customers**

Let's take the last — and perhaps most crucial — criterion. Can you beat 15 cents for a good hamburger? The American public doesn't think so. This year the more than 100 drive-ins identified by the increasingly familiar "Henry's" sign will sell over 100 million such hamburgers in 26 states and Canada. The other eleven items on the menu include french fries at 10 cents a portion and a milk shake at 20 cents. Most expensive is french fried shrimp "boat" at only 72 cents.

**Strongly-Motivated Operators**

The Chock Full O'Nuts employees are stimulated to high efficiency by unmatched fringe benefits and the most generous profit-sharing plan in the U. S. A. HDI operators are similarly motivated by self-interest. At present the 18 area franchisors and their franchisees, after paying a certain portion of their gross to HDI, retain all profits.

The area franchisors and their unit franchisees are well-trained. To help each new franchisor get started, HDI assigns a supervisor to help in establishing his first drive-in. HDI also instructs franchisors in the handling of legal documents, advertising, merchandising and employee relations.

**High Standards**

Operators can only purchase their food supplies and other materials from firms approved by HDI, which also sends in a skilled team to approve the selection of each site for a unit before it is built. A roving inspector from HDI also visits all units regularly to make sure that they maintain cleanliness and service standards.

**Aggressive Management**

The three previous fundamentals really don't mean very much if they are not capitalized on by intelligent, aggressive management. In fact, they are hardly likely to have come into being. That the present management team of Charles Robbins, President, and Maurice R. Kay, Treasurer, has expanded the chain many times since it took over in

April, 1958 is one strong indicator of competence. Even more striking is its recent negotiation of a loan of \$1 million, unusual when you realize that net stockholders equity as of June 30, 1961 was \$381,195.

The loan, from a SBIC licensee Drug & Food Capital Corp. and associates will be used to expand the original franchise concept in a way that portends great returns to the patient investor.

**How It All Began**

Henry's Drive-In, Inc. was created in 1954 with a mere \$1,000 in capital. The plan of operations was strikingly simple: carefully selected local businessmen were franchised to operate an attractive, standard, highly efficient drive-in offering a midget menu of popular food and drink at stunningly low prices. By 1956 there were five units in operation; three more were added in 1957. The new management stepped up the growth rate and added 14 units in 1958, 37 more in 1959, 14 in 1960, and 32 so far in 1961. The average gross per unit is \$128,000 a year, yet two have already pushed beyond the \$300,000 sales mark. HDI has obviously established itself as one of the leading—and frequently imitated—drive-in chains in this highly competitive business.

**The Big Change**

HDI will use the \$1 million loan to implement the new "own-as-you-earn" plan, which is expected to stimulate the opening of over 150 more units by the end of 1965. The money will be used to purchase property, build units and buy equipment, all of which can then be offered directly to local operators under a long-term contract. At the end of 20 years the operator owns the unit. Under the older leasing plan, local operators acquired no equity in the units. HDI expects substantially larger profits than it obtained under the leasing system — plus an astronomical deferred income. A large part of the risk of loss of investment is eliminated, since the operator works under a sales contract where any failure to perform up-to-standard returns the unit and equity to HDI.

HDI intends to finance units under the new system by receiving the same down payment of \$25,000 from the operator and by then combining six, eight or even a dozen units into packages for mortgage money. This means as much as 90% of the total cost can be retrieved immediately to finance other units.

HDI makes its money in a variety of ways. First, it itself is the area franchisor for 29 profitable units. Next, it receives up to a 2½% royalty on net sales on all other units. In addition, it receives a \$50 to \$100 a month override on each rental lease for units. All of the new own-as-you-earn operators will pay the full 2½% royalty. Assuming that it costs about \$35,000 for interest and amortization of a \$65,000 mortgage, HDI's long-term gross profit per unit under the new plan will be \$130,000. This compares with only \$29,600 profit for the same unit under the old system for a 20-year period.

**Financial Position**

Current assets, as of June 30, 1961, totaled \$635,261 and current liabilities \$253,303 for a healthy 5/2 ratio. One million shares have been authorized, but only 210,000



Morton Globus

**This Week's Forum Participants and Their Selections**

Henry's Drive-In, Inc. — Morton Globus, President, Globus, Inc., New York City. (Page 2)

Investors Funding Corporation — Horace I. Poole, Manager, Corporate Finance Dept., Eisele & King, Libaire, Stout & Co., New York City. (Page 2)

are outstanding. Drug & Food Capital was granted 200,000 warrants to purchase stock at \$5 to \$6½ a share over the next 10 years. HDI has been paying stock dividends of 5% a year.

The "Henry's" formula has proven its appeal to tens of millions of hungry Americans. As the HDI concept spreads to every state of the union — and maybe overseas, it should broaden its appeal to an expanding, mobile population. The new own-as-you-earn plan insures a high level of local management, backed by sound, experienced top management. This powerful combination is expected to generate a deferred income of \$5 million in 1962 and \$10 million in 1963. Projected earnings per share based on present capitalization is 90 cents in 1962 and \$1.40 in 1963 on present capitalization. I rate Henry's Drive-In, Inc. as an extraordinary long-range speculation for major capital gains. The stock is traded in the Over-the-Counter Market.

**HORACE I. POOLE**

Manager, Corporate Finance Dept., Eisele & King, Libaire, Stout & Co., New York City

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**Investors Funding Corporation**

I believe that the class A stock of Investors Funding Corporation will soon reflect the effect of a 5-to-1 leverage factor recently



Horace I. Poole

built into its capital structure. With a present total of \$40,000,000 of construction being built on its properties, this company's financing formula should now take hold and have a marked effect on the small amount of stocks issued and outstanding. Investors Funding has pioneered an entirely new concept of investment, now adopted with great interest by the real estate industry. Investors Funding, instead of selling land, uses a new method of "leasing" which proves more advantageous to both seller and buyer. The benefits accruing to IFC are twofold. Ownership of the land is not relinquished and income is continuing. The builder who leases the land greatly reduces his initial investment.

Where land is purchased for resale, it may take years before it can be resold for a substantial profit. However, when purchases are made with a view towards leasing, the property can become income-producing at once. Furthermore, improvements constructed on the land eventually become the property of the owner!

Investors Funding Corporation of New York was incorporated in 1946. In the period between the 1946 year-end and Dec. 31, 1960, corporate assets grew from \$87,704 to \$24,580,174. Until 1960 the business of Investors Funding was the purchase, improvement, refinancing and then resale of apartment

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# Insurance Industry Stocks And the Capital Market

By Joseph W. Sener, Jr.,\* General Partner, John C. Legg and Co.,  
Baltimore, Md.

Fire and casualty stocks as a whole are believed likely to continue their favorable outlook despite generally uninteresting underwriting earnings in 1961. Moreover, the Baltimore underwriter points out, it is becoming much more difficult to find fire and insurance stocks that are still relatively underpriced as they now seem fairly priced with some exceptions. The future may witness fewer but larger companies according to Mr. Sener who discusses attributes that what investors' appetites regardless of the size of the company. Outlined are the advantages the industry has as an investment outlet. The industry is reminded that the investor cares for profits and growth outlook, not whether the company is a direct writer or a general agency, and is warned not to build profits out of investments to the neglect of writing insurance.

Can the insurance industry attract new capital as required? The easy answer would be, "certainly, this is a basic industry, of course it will be able to continue to attract capital," and then stop there. Actually, this title poses a general question, but it cannot be answered in generalities. Very often we find that when we have a general question we must answer it in terms of specifics and talk about various parts of the answer.



Joseph W. Sener, Jr.

Investment capital tends to follow the areas which are relatively most attractive at the moment. The insurance industry may not be the most attractive investment area at any given time. I don't believe, though, that anyone doubts that this industry is an invaluable and indispensable segment of our society and our economy. It is an industry like all other industries—it has periods of change, periods of prosperity, periods of problems and periods of financial gloom. However, over any respectable period of time I believe that this industry will continue to grow and to prosper. When I say this industry—I mean the industry as a whole and not necessarily all of its component parts.

## Fire and Casualty Companies

What does a fire and casualty company need to grow? We all know it needs a number of things, but one of its primary needs is money. Money in the form of capital and surplus. These are the funds which permit the financing of an increasing amount of premium volume, which, in turn, leads to larger assets and should lead to higher earnings. From where are these capital and surplus funds derived? Obviously, the answer to this question will be different for different companies. First, the more profitable, established companies, under ordinary circumstances, will accrue the necessary capital and surplus from retained earnings which are composed of investment income

and underwriting profits. Other companies may turn to affiliations or mergers. This can be in the form of joining hands with another fire and casualty company which has an excess of capital and surplus in relation to its premium volume. A fire and casualty company may take the increasingly popular course of affiliating with a life insurance company which is willing and able to supply the necessary capital funds. However, I would like to say here that in the eyes of the investing public the marriage of a life and fire and casualty company is far from a proven panacea for all the problems of the fire and casualty industry. The third way, of course, and the way with which we are primarily concerned, is that the fire and casualty industry can turn to the public for its capital and surplus funds. By the public, we mean both the institutional and individual investor.

## What Investors Look for First

Let's digress for a moment to examine the points that these investors look for when they are considering an investment in the fire and casualty industry.

It is quite obvious that the first and foremost attraction to any investor is profits. If he did not believe that there was a reasonable potential for income and capital growth, there would be no incentive for him to make a particular investment. It is a business that the investor believes has the advantage of deriving profits from two sources. One, investing funds successfully and two, making a profit on the writing of insurance. He is most interested in those companies which are competent in both of these operations. When companies have a demonstrated dual record of success there is no doubt that they will continue to be able to raise any amount of capital funds they could reasonably need—either internally or from the public.

The fire and casualty industry has other unique advantages that make it a potentially attractive field of investment.

One of these, of course, is the advantage of leverage. A stockholder in any fire and casualty company has a great deal more money working for him than is actually his total equity. In simple terms it amounts to the fact

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Thursday, December 14, 1961

Every Thursday (general news and  
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## OBSERVATIONS...

BY A. WILFRED MAY

## TWISTING THE CALENDAR

Here we are again in the midst of the tax saving season; with the urgent cajolery not to neglect our so-called opportunities to engage in stock market transactions to reduce the dose of Uncle Doug's Treasury medicine prescribed for April 15. "High market averages notwithstanding, the current year's tax-selling season is just as active as in late 1960 when the general market dipped substantially. . . . It is particularly timely at this period of the year to appraise an investment portfolio to improve its existing tax status. . . . This is the time to re-adjust your holdings" — which tempting literature is usually accompanied by voluminous lists of issues constituting "candidates" for the tax-selling treatment.

Actually, it should be basically realized that, first, cognizance of the tax factors pertaining to your portfolio operations is not properly collapsible into a seasonal period; second, that the need for acceleration of your tax-motivated security transactions is grossly exaggerated; and that in any event, much of the benefit attributed to tax selling or switching is importantly illusory.

## ACCELERATION—Pros and Cons

Acceleration of a registerable loss can entail some advantage, albeit mostly psychological. In cases where capital gains have already been established earlier in the year, if losses are not taken before the year-end, the dollars extracted by the Internal Revenue Department the following April 15, will thereby be increased.

But such acceleration mostly confers merely an emotional benefit (termed "bird-in-hand psychology" by tax expert J. S.

Seidman.\*) For when the registered net loss total does not exceed \$5,000, any immediately unused portion may be carried over the five succeeding years, to be applied as an offset to future net capital gains and/or as a deduction from ordinary income up to \$1,000 in each year.

THE SWITCHING HOUR  
Realism Needed

It is the technique of the popular switching from one issue to another to register a deductible loss that harbors the greatest delusion tax-wise, and is drastically destructive investment-wise.

Issue-to-issue switching generally creates mere postponement, not avoidance, of your capital gains tax bill. This is a fact because of your being saddled with a reduced cost basis on your new investment. If your new issue appreciates, you will ultimately be involved in a proportionally higher taxable gain (unless capital gains tax - escaping death comes to your rescue; this involving an exception to the credo that "death and taxes are certain.") If, on the other hand, your new issue depreciates, you are disadvantaged by the lowering of your cost basis on which a future taxable loss will be calculated.

Also a potential contributor to tax-saving illusion is one's failure to calculate, or perhaps to gloss over, the dollars-and-cents cost of a switching operation, as entailed in brokerage commissions, market "leakage" involved in the price of the actual transactions, stock transfer taxes, etc., which tend toward emasculation of the tax saving unless the gross registerable loss is substantial.

## Investment Saboteur

The sabotaging of investment principles by issue-to-issue switching is a propitious time to keep an eye on tax incidence.

\* cf. His letter in this column, Dec. 29, 1960.

switching, easily rationalized, is far more serious.

From current brokers' "literature":

"175 Stocks For Tax Selling," with the comprehensive lists of "Sales Candidates," with their juicy market declines ranging from 28 to 70%, with the advantage of now liquidating them explained as follows: "These [issues] that are currently down at the extreme low point of their recent price ranges are obvious candidates for tax selling."

In other words this alleges that the greater an issue's fall in market price, the less its investment value! Glaringly manifesting such reasoning was the widespread switching from Ford to General Motors at the 1957 year-end. Both issues were selling in the middle 30's with Ford exhibiting a decline, very juicy taxwise, from its 1955 first public offering price of 64. Investment wise, this decline was importantly, though illogically, stimulated by the huge losses incurred in the Edsel model fiasco, presumably a non-recurring loss. Now GM shows a market appreciation to 57; Ford to an all-time high of 117.

Month of Dec. 1957—	Low	High
Ford	35 3/4	41 1/2
General Motors	33 1/8	36

## "Switch Either Way"

From other "advisers" giving Tax Pointers we get such switching recommendations in pairs of issues, arranged following price equivalence — and reduced to absurdity, investment-wise, by the exhortation to switch either way (that is, from either the one or the other of the two issues you happen to already own, to the one you don't own). Thus, investment value is scuttled by arithmetic as the criterion motivating portfolio management. Let us realize this— together with the various other illusions and drawbacks involved in the popular tax-motivated portfolio transactions, and, above all, bear in mind that every month—and day—throughout the year is a propitious time to keep an eye on tax incidence.

## CLEANING-UP THE CASINO

(With Stagnation on the Investment Frontier)

Far more significant than the dramatics, are the implications of the accelerated "resignations" of the President and the General Counsel of the American Stock Exchange, and of any coming revelation of personal scandal. The reactions of the press, public and financial community to the cause celebre, consistent with past attitudes of our lawmakers as well as the stock exchanges, highlight the pervasive confusion of whole-souled speculation with "investment."

This is strikingly evidenced in the "morning-after" press accounts, in their linking of investment valuation with exchange excesses — including the illusion that cleaning up that game will eliminate the serious abuses in the real investment area.

Thus intensified is the long-existing overemphasis on exchange mechanics ("liquidity") and the camouflaging of "the market's" gross deficiencies in its investment phases.

## "All Hail the Ticker!"

The contrast between speculative progress and investment neglect has been strikingly revealed on numerous recent occasions (cited in this column); as in the ordering by the American Stock Exchange itself last January of a \$3 million "revolutionary" communications mechanism and data processor "to

† cf. "OBSERVATIONS," Jan. 12, 1961, "Tops in Stock Market Automation (Science vs. Investment)"; and March 30, 1961, "Schizophrenia at the Stock Exchange."

provide investors [?] with the world's first complete electronically-automated network"; the proud announcement by the New York Stock Exchange last March of its further speed-up of its ticker service via a new electronics machine christened "Quotron"; by President Funston's announcement of Oct. 20 of plans for a multi-million dollar expenditure on enlarged physical quarters, and to develop a new, faster, tape-type stock ticker to step up its reporting speed from 500 to 900 characters per minute, "eliminating tape lateness in markets of up to 10 million shares a day"; and also Mr. Funston's plea in Boston on Nov. 17 for greater listing on the nation's stock exchanges "as a means of solving some of the investing public's and the security industry's most important current problems"

Relevant also to the overemphasis of speculative trading is the increasing proclivity by newly listed companies to publicize their ticker symbol, even by paid advertising.

## The Congress Impressed

Also strikingly manifesting the confusion of speculative mechanics with investment processes was the highly-publicized pronouncement of members of the Mack Committee of the House (which had ordered the current Inquiry) on their recent visit to the floor and environs of the American Stock Exchange—to the effect that all is well.

This Congressional visit brings to mind the long-continued fly-in-the-ointment in American regulation—in contrast to traditional caveat emptor abroad—of giving the public unwarranted implications of safety through government policing.

Surely it will be most unfortunate if cleaning-up of "the Curb's" present scandals, together with the SEC's House-ordered Inquiry, furthers the public's impression that reform in the market's gambling mechanics will eliminate the prevalent investment abuses and pitfalls.

## McDonnell Opens Boston Office

BOSTON, Mass. — McDonnell & Co., Inc., members of the New York Stock Exchange, has announced the opening of office facilities at 80 Federal Street. The Boston activity, to be managed by Richard McDermott, formerly associated with Paine, Webber, Jackson & Curtis in that city, represents McDonnell's 13th regional operation in this country and abroad.

## L. F. Rothschild Will Admit Two

L. F. Rothschild & Co., 120 Broadway, New York City, members of the New York Stock Exchange, on Jan. 1 will admit Benjamin F. Leventhal and Alan B. Slifka to partnership.

## Delafield Firm To Admit Two

Delafield & Delafield, 45 Wall Street, New York City, members of the New York Stock Exchange, on Jan. 1 will admit Benjamin F. Pitkin and Simeon B. Dunlap Smith to Partnership.

## Dunphy to be Donaldson V.-P.

John J. Dunphy will become a Vice - President of Donaldson, Lufkin & Jenrette, Inc., 80 Pine Street, New York City, member of the New York Stock Exchange.

## Hardy &amp; Co. Will Admit New Partner

Hardy & Co., 30 Broad Street, New York City, members of the New York Stock Exchange, will admit Bernard Graham to Partnership on Jan. 1.

## Firm Name Now D. B. Marron

Marron, Sloss & Co., Inc., 63 Wall St., New York City, have announced the change of the corporate name to D. B. Marron & Co. Incorporated.

## Equity Syndications Opens

Equity Syndications has been formed with offices at 70 West 40th Street, New York City, to engage in a securities business. Partners are Irving Chaikin, Jack Dorlen, Louis A. Feldman, and Harry Sherman.

## Galbraith &amp; De Laney Open

Galbraith & De Laney, Inc. has opened offices at 39 Broadway, New York City to engage in a securities business.

## Michael Lamm Opens

FOREST HILLS, N. Y. — Michael Lamm is conducting a securities business from offices at 67-68 108th Street.

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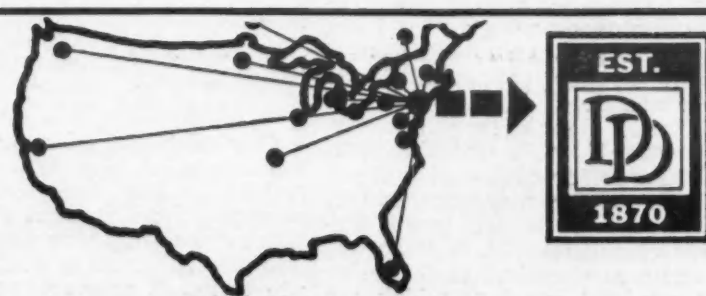
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## Looking Forward

By August Huber, Partner, Spencer Trask & Co., New York City

Wall Street partner scans the various important elements influencing the economic and over-all market outlook, and intromits advice as to investment policy to pursue. This year's dividend payments on D-J Industrials are expected to dive to the lowest yield basis in the past 32 years; next year they may rise from the predicted 2.9% dividend yield to 3.1%. Mr. Huber leans toward cyclical type stocks during this improving interim earnings trend; favors conservative, prudent stance at this advanced level of the general market in view of indicated vulnerabilities; and recommends balancing investment accounts with fixed income return for yield, maintenance of principal and creating future equity buying reserve in a ratio to suit the type and requirements of the portfolio holder.

Supported by a background of underlying improvement in general economic activity, the stock market, as measured by the Dow Jones Industrial Average, advanced to a new all-time peak during the past month. Despite this achievement by the "Averages", the price movement continued to be characterized by cross-currents, and counter



August Huber

movements resulting in considerable irregularity. I would expect such a mixed pattern to continue with the selection of individual stocks for new investment having to be done on a careful basis. By this is meant, concentrating to a greater degree on those stocks which afford relatively favorable value when gauged by dividend return and earning power—either present or prospective. In this connection it may be observed that certain stocks currently selling at 30 or more times earnings, may not be over-valued, per se, providing the materialization of considerably greater potential earning power over the next few years can be satisfactorily substantiated. On the other hand, over-valuation exists, in many stocks where current market prices appear to be well beyond the potential earning power that can be envisioned. These issues will continue to be motivated marketwise largely by psychological and technical influences.

### 1962 Economic Prospects

General industrial production as measured by the Federal Reserve Board Index (1959 = 100) had dropped during the moderate recession from a high of 111 in January, 1960, to a low of 102 in February, 1961. The sharp recovery brought the figure to a

new all-time peak of 113 last August.

Present estimates suggest around 116 for the final quarter of this year with a continued uptrend probably carrying production activity to about 125 by the final 1962 quarter.

The total output of all goods and services in the United States is measured by the "Gross National Product". This ponderous measure of economic activity dipped from \$506.4 billion (annual rate) in the second quarter of 1960, to a low of \$500.8 billion in the first quarter of 1961. The ensuing rebound carried to about \$526.0 billion by the third quarter with estimates of around \$540.0 billion for the final quarter.

The expectation is that the uptrend should continue bringing the "Gross National Product" to around \$560.0 billion by the second quarter of 1962, with output of about \$575 billion possible by the end of next year.

Important considerations in the economic picture are represented by (a) consumer expenditures; (b) Government expenditures; and (c) business spending for plant and equipment.

### Consumer Expenditures

The volume of consumer expenditures depends largely on the financial resources of consumers and their disposition to spend their income and monetary savings. The indicated rise in consumers' incomes is expected to be reflected in greater consumer confidence which usually leads to spending a larger part of their incomes and increasing installment debt.

Total consumer expenditures of \$330 billion during the first quarter of 1961 will have advanced steadily to about \$348 billion by the final quarter. Present projections suggest a furtherance of this uptrend, possibly reaching about \$368 billion by the closing quarter of 1962.

Of these total expenditures by consumers, an increasingly larger proportion is being represented by "services" (as distinguished from actual products). For example, in

1956 "services" accounted for 37% of total consumer expenditures; in 1960, it was 40% and by the end of 1962, will have advanced close to 42%. This reflects the increasing costs of services (commuter fares, hair cuts, etc.) and the trend toward having others do more of the things we previously did for ourselves. The high birth rate and the growing number of people over 65, have contributed to increased spending on "services," often at the expense of buying goods.

### Government Expenditures

Government outlays for goods and services should continue to rise. Last year total Government expenditures were \$100 billion. Authoritative estimates indicate this figure will have advanced steadily to around a \$111 billion annual rate during the final quarter of 1961. The uptrend should be extended through 1962 reaching a rate of perhaps \$123 billion toward the end of the year.

Of these total Government expenditures for goods and services, the Federal Government figure is expected to move up steadily from a \$54.7 billion rate in the first quarter of 1961, to around \$66.0 billion by the end of 1962. State and local spending, which ran at a \$50.3 billion rate during the first quarter of 1961, is likely to move up to around \$57.0 billion later in 1962.

### Capital Expenditures

Private business expenditures for plant and equipment for 1961 should be around \$34.5 billion (off from \$35.7 billion the year before). From a low \$33.8 billion annual rate during the first quarter of 1961, such spending is estimated around \$35.8 billion during the final quarter. Recent surveys indicate these expenditures should rise further in 1962, possibly nearing the all-time peak of \$37 billion, registered in 1957. Since excess productive capacity exists in most major industries, management are concentrating more on modern equipment to increase efficiency and produce new products.

Some stimulant to new equipment buying by industry next year could arise from government proposals to permit business to reduce its income taxes—through more liberal depreciation allowances—when buying new and more modern equipment.

Total new construction, always a strong factor in the over-all economy, should approximate \$57.8 billion this year, up from \$55.6 billion in 1960. From present indications, 1962 expenditures could attain a new record near the \$61.0 billion level.

The Commerce Department is now predicting a rise of about 8% in new housing "starts" in 1962—or from slightly under 1,300,000 units to about 1,400,000. Residential building expenditures in 1960 were \$22.5 billion (off from \$24.9 billion the year before). After dropping to \$20.6 billion during the second quarter of 1961, improvement to about a \$22.0 billion rate is indicated for the final quarter. No building "boom" is in the cards, and the vacancy rate is a relatively high 8%, but a moderate increase in residential building is expected during 1962, probably reaching a \$23.5 billion rate later in the year.

### Industry Prospects

The automobile industry is looking for a sizable increase in output for 1962. Passenger car production this year was disappointing at around 5.5 million vehicles, off from 6.7 million in 1960. From present indications, the industry looks for production to reach about 6.8 million vehicles in 1962 (still well behind the all-time peak, 7.9 million cars in 1955). Truck production promises to advance to around 1,250,000 vehicles in 1962, up from 1,100,000 this

year, and moderately above the 1,201,000 produced in 1960.

The steel industry this year has lagged behind earlier expectations. Consequently, this year's production will be moderately under the 99 million tons produced in 1960. The industry has been hampered profit-wise by the uncomfortable process of absorbing wage increases without compensating price increases. With new wage contract negotiations coming up in mid-1962 another hurdle looms ahead.

Considering the prospects for higher general business activity and increased automobile production, along with the probable inventory buying by steel consumers in anticipation of a possible labor tie-up, steel operations could reach an annual output rate of around 115 million tons or higher, sometime during the first six months, (or near the 117 million ton record year, 1955). For the full year 1962, assuming no lengthy strike, steel industry output could be in the 108-112 million ton range, or from 11% to 14% above 1961.

### Payments Deficit

The "balance of payments deficit" stems from the fact that amounts paid out abroad for imports, military expenses, foreign aid and other dollar outlays by the United States, are a greater total amount than this country receives from its exports and foreign investments held here.

As this "deficit" continues, foreign holdings of dollars progressively accumulate. These foreign "liquid dollar assets" held in the United States, total around \$21 billion. A large part of these dollar assets can, if foreigners so desire, be converted to gold if confidence in the dollar weakens.

Last week the gold holdings of the United States fell below \$17 billion for the first time in 22 years.

The "balance of payments"

problem, as can be seen, touches our overall economic situation at most basic points. Concerned in this equation are interest rates, exports and imports, Government expenditures and revenues which determine a balanced or unbalanced Federal budget, domestic wage rates and prices which bear on our ability to compete in foreign markets, military expenditures abroad, loans and grants to foreign countries, etc.

The "balance of payments deficit" in 1959 was \$3.7 billion and in 1960 \$3.9 billion. There was considerable betterment earlier in 1961, largely reflecting a bulge in exports and a decline in imports. The "deficit" in the first quarter was at a much reduced \$1.4 billion annual rate, but it rose to \$1.9 billion in the second quarter and further to about \$3.0 billion in the third quarter. Some Government authorities believe the final quarter deficit could be slightly above a \$3.0 billion annual rate.

Possible moves by the Administration to alleviate effectively this chronic situation, would be basically deflationary, (and, therefore, perhaps not politically feasible) e.g., (a) Balance the Federal Budget; (b) Restrict wage increases; (c) Keep prices from rising in view of growing foreign competition; (d) maintain domestic interest rates sufficiently high, so that funds will not move to more lucrative foreign areas, etc.

It is difficult to predict the outcome of the "balance of payments" situation, with all its ramifications and possibilities. Suffice to say, the vagaries of this problem and its possible palliatives, along with all the other foreign uncertainties, represent a continuing "X" in the general market equation.

### Earnings—Stock Prices—Yields

With the Dow-Jones Industrial Averages around 730, earnings for these stocks for 1961 are likely to

Continued on page 28

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# TAX-EXEMPT BOND MARKET

BY DONALD D. MACKEY

Although the state and municipal bond market has been relatively inactive and at times even easy during the past few weeks, it was pleasantly enlivened this Tuesday by highly competitive bidding for several new issues of substantial volume, and by the subsequent successful placement with investors of a major portion of the total volume (about \$125,000,000). There was a general uniformity of demand for the 1968-1979 maturities. Several of the larger issue syndicates enjoyed this business which apparently derived from a large bank interest.

At the same time, a seemingly healthier demand than has recently obtained, appeared for attractive secondary market blocks of bonds and for balances in recent new issue accounts. Some of this business was actually accomplished without price cutting. Thus syndicate volume was moderately reduced, joint accounts were rejuvenated in many cases, and the Street inventory situation was at least temporarily improved. It would appear, however, that a large volume of the business on Dec. 12 was based upon a few large bank orders rather than upon a broad, general investor interest.

## Higher Bank Interest Rate Had Been Anticipated

The flurry of interest in these recent large new competitive issues, the last coming to market before year-end, is of particular note in that the bond market generally continues to suffer the doldrums. In the aftermath of discussion following the Federal Reserve's increase in the allowable interest rate ceiling for commercial bank savings deposits to 4%, strong inferences have been drawn by many bankers, politicians and investors to the end that the long awaited trend toward higher interest rates has thus been implemented. We believe the action has but little implication for the money rate trend. It more accurately represents another timely adjustment toward a fair equilibrium within the banking structure.

It happens that the tax-exempt market has offered and continues

to offer yields consonant with the 4% rate on time deposits. It has been apparent for several months that many of our commercial banks have contemplated this action being taken and have not only increased their tax-exempt holdings, but have also lengthened their commitments in order to obtain profitable net yields.

## Tax Selling Negligible

For the past several years December has been an active month for most municipal bond dealers through the sale of state and municipal bonds for tax loss purposes and their replacement with similar securities. This year we have reached mid-December with less of this business transpiring than has been the case in at least 10 years.

The reasons for this change are quite simple. Heavy loss items, when needed against other gains, have long since been traded; and the market for municipals has been unusually steady during the past year while stock gains have been slim.

## Municipal Market's Technical Factors Favorable

Although the Commercial and Financial Chronicle's state and municipal bond yield index shows a slight increase for the past week, the market cannot be said to be easier. From a 3.326% yield to a 3.334% yield represents only an academic falling off in average prices. If anything, the prevailing tone of the market is better today than it was a week ago.

The new issue calendar, running into the new year, continues to be lighter than is usual at this period. There is no pat explanation for this present absence of foreseeable financing. The situation may likely change within a few weeks; however, there is some indication that the volume of state and municipal financing might moderate relatively in the year ahead. Some resistance to additional debt was evident on Election Day. The resistance, however, was not general enough to be uncontrovertible.

The inventory situation appears to be slightly better than it has

been at least for a few weeks. Although the Blue List total of state and municipal bonds does not include nearly all the actual Street inventory, it does represent a daily norm for judging the trend of inventories. On Dec. 13 the Blue List total of state and municipal bonds was \$450,415,000. On Friday, Dec. 8, the total was \$510,550,000 and a week ago it was \$480,384,000. As the new issue calendar has diminished toward the year-end, it is apparent that investors have turned to the lists for secondary market items, to some extent.

## Recent Awards

The new issue calendar for this week contained many issues of importance. It is the last week of the year involving large competitive general obligation loans. On Thursday, Dec. 7, the Town of Wethersfield, Conn. awarded \$2,334,000 various purpose (1963-1981) bonds to the First Boston Corp. and associates as 3.40s. Scaled to yield from 1.85% to 3.45%, about one half of the issue has been sold.

On Monday, Dec. 11, \$3,270,000 Campbell Union High School District, Calif. (1962 - 1986) bonds were awarded to the Bank of America N. T. & S. A. group at a 3.7265% interest cost. Other major members of this syndicate include Harris Trust & Savings Bank, Merrill Lynch, Pierce, Fenner & Smith Inc., Dean Witter & Co., and Stone & Youngberg. Re-offered to yield from 1.90% to 3.95% in 1985, the issue was in good demand with the press time balance being \$1,400,000. The 1986 maturity was not reoffered.

## Hectic Day Marked by Week's Major Sale

Tuesday, Dec. 12, was a hectic day for municipal bond underwriters with six important issues up for competitive bidding. The largest issue of the day, also for the week, \$53,100,000 New York, N. Y. various purpose bonds, was awarded to the Chase Manhattan Bank syndicate at a 3.405% interest cost. Other major members of this account include Chemical Bank New York Trust Co., Manufacturers Hanover Trust Co., Lehman Brothers, Blyth & Co., Lazard Freres & Co. and Barr Brothers & Co. Scaled to yield from 1.70% in 1962 to 3.70% in 1986, about 50% of the issue has been spoken for.

In extremely close bidding the \$23,044,000 Pennsylvania State Public School Building; revenue (1962-2000) bonds were awarded to the Halsey, Stuart & Co. group on its bid of a 3.654% interest cost. The runner-up bid of a 3.66% interest cost was submitted by the Drexel & Co. account.

Associated with Halsey, Stuart & Co. are C. J. Devine & Co., Goldman, Sachs & Co., Glorie, Forgan & Co., Blair & Co., Merrill Lynch, Pierce, Fenner & Smith Inc., Ira Haupt & Co., Stone & Webster Securities Corp. and Salomon Brothers & Hutzler.

Scaled to yield from 1.75% in 1962 to 3.85% in 1995, the issue met with good investor interest with all but \$4,341,000 of the bonds sold out of account. The last five maturities carried low coupons and were not publicly offered.

Oklahoma City, Okla., an infrequent borrower, came to market with \$15,940,000 of various issues and most of them (\$15,440,000) were bought by the Harris Trust & Savings Bank group. Other major members of this group include The Chase Manhattan Bank, The First Boston Corp., Kidder, Peabody & Co., Mellon National Bank & Trust Co., The First National Bank of Oregon, The First National Bank of St. Louis and the Republic National Bank. Scaled to yield from 2.10% in 1964 to 3.60% in 1986, current balance is \$3,875,000. Part of the 1986 maturity and all of the 1987 maturity carried.

Continued on page 7

# Larger Issues Scheduled For Sale

In the following tabulations we list the bond issues of \$1,000,000 or more for which specific sale dates have been set.

## Dec. 14 (Thursday)

Iowa City, Iowa	3,100,000	1962-1991	11:00 a.m.
Lucas County, Ohio	1,098,990	1963-1981	1:00 p.m.
Oyster Bay C. S. D. No. 3, N. Y.	3,000,000	1962-1990	11:00 a.m.
Rutgers University, N. J.	4,160,000	1962-2000	3:00 p.m.
South Carolina (State of)	6,000,000	1962-1981	Noon
University of the Pacific, Calif.	2,115,000	1964-2001	10:00 a.m.
Walton, Hamden, Tompkins, etc.			
Central School District 1, N. Y.	1,971,000	1962-1988	Noon
West Milford Twp. Sch. Dist., N. J.	1,550,000	1963-1982	8:00 p.m.

## Dec. 15 (Friday)

Louisiana State College, La.	1,585,000	1964-2001	11:00 a.m.
Loyola University, Ill.	1,000,000	1963-1990	10:00 a.m.

## Dec. 18 (Monday)

Chino Unified Sch. Dist., Calif.	1,085,000	1964-1987	11:00 a.m.
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## Dec. 19 (Tuesday)

Alameda County, Flood Control & Water Cons. Dist., Calif.	1,050,000	1963-1992	10:00 a.m.
Florida Turnpike Authority, Fla.	155,000,000	2001	-----
[Negotiated sale to be handled by Dillon, Read & Co. syndicate.]			
Lima & Benton Cos. UHSD 8, Ore.	1,000,000	1964-1983	8:00 p.m.
Mobile County, Ala.	1,110,000	1970-1982	10:00 a.m.
North Hempstead & Hempstead Unified Sch. Dist 1, N. Y.	2,296,000	1963-1991	2:00 p.m.
Santa Ana Unified S. D., Calif.	4,000,000	1962-1986	11:00 a.m.
Weymouth, Mass.	2,000,000	1962-1981	1:00 p.m.

## Dec. 20 (Wednesday)

Bellevue City Sch. Dist., Ohio	1,340,000	1963-1983	Noon
Chatham County, Ga.	1,000,000	1970-1989	11:00 a.m.
Clearwater, Fla.	1,500,000	1991	2:00 p.m.
Oklahoma City, Okla.	1,357,000	1965-1983	2:00 p.m.
Richmond, Va.	7,800,000	1963-1982	Noon

## Dec. 27 (Wednesday)

Illinois Institute of Technology, Ill.	1,000,000	1963-2000	10:00 a.m.
Mahoning County, Ohio	2,500,000	1963-1982	Noon
Trumbull County, Ohio	1,750,000	1963-1982	Noon

## Dec. 28 (Thursday)

Hartford County Metro. D., Conn.	3,200,000	1962-2001	2:00 p.m.
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## Jan. 2 (Tuesday)

Cypress-Fairbanks CISD, Texas	2,325,000	-----	-----
Lauderdale Co. Sch. Dist., Miss.	1,400,000	1963-1987	10:00 a.m.
Taylor Township Sch. Dist., Mich.	3,500,000	-----	-----

## Jan. 3 (Wednesday)

Puerto Rico (Commonwealth of)	25,000,000	1962-1984	11:00 a.m.
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## Jan. 4 (Thursday)

Georgia Rural Roads Auth., Ga.	13,000,000	-----	-----
Georgia State Office Bldg. Auth., Georgia	6,000,000	-----	-----

## Jan. 8 (Monday)

Carroll College, Mont.	1,297,000	1963-2000	10:00 a.m.
Flint, Mich.	6,950,000	1963-1991	-----
Kenton City Sch. Dist., Ohio	1,678,000	1963-1982	Noon

## Jan. 9 (Tuesday)

East Bay Mun. Util. Dist., Calif.	30,000,000	1963-1997	10:00 a.m.
Montgomery County, Md.	13,150,000	1963-1987	-----
Terrebonne Par. Cons. SD #1, La.	2,000,000	1964-1987	10:00 a.m.

## Jan. 10 (Wednesday)

Lee County, Fla.	1,150,000	-----	11:00 a.m.
Minneapolis Special S. D. 1, Minn.	2,000,000	-----	-----
New Mexico (State of)	8,152,972	-----	9:00 a.m.
Pascagoula Mun. Sep. S. D., Miss.	2,000,000	1962-1986	11:00 a.m.
San Jose, Calif.	20,000,000	1963-1982	11:00 a.m.
Wynford Local Sch. Dist., Ohio	1,242,000	1963-1984	1:00 p.m.

## Jan. 11 (Thursday)

Port Clinton City Sch. Dist., Ohio	2,150,000	1963-1984	Noon
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## Jan. 15 (Monday)

Ascension-St. James Bridge & Ferry Authority, La.	30,750,000	2001	11:00 a.m.
Worthington Exem. Village SD, O.	1,200,000	-----	-----

## Jan. 16 (Tuesday)

Oceanside-Carlsbad Junior College District, Calif.	3,500,000	-----	10:30 a.m.
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## Jan. 17 (Wednesday)

Alpine School District, Utah	2,500,000	1964-1973	-----
Norwalk Local Sch. Dist., Ohio	1,345,000	-----	-----

## Jan. 22 (Monday)

Caldwell Parish, La.	1,975,000	1963-1982	9:00 a.m.
Ector County, Texas	1,500,000	-----	-----

## Jan. 24 (Wednesday)

Missoula, Mont.	1,700,000	-----	8:00 p.m.
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## Jan. 25 (Thursday)

Jefferson Parish Cons. Drainage District, La.	1,000,000	1963-1982	2:00 p.m.
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## Feb. 1 (Thursday)

Madison, Wis.	1,000,000	-----	-----
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## Feb. 6 (Tuesday)

Columbus City Sch. Dist., Ohio	7,000,000	1963-1985	Noon
Los Angeles Sch. Dist., Calif.	35,000,000	-----	-----
Two Rivers, Wis.	1,700,000	-----	-----

## Feb. 13 (Tuesday)

Edgerton City, Fulton, Porter, etc., Joint School District, Wis.	1,420,000	1963-1977	2:00 p.m.
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## Feb. 14 (Wednesday)

Jefferson County, Ky.	2,415,000	-----	-----
Los Angeles, Calif.	9,000,000	-----	-----
Painesville Twp. Local S. D., Ohio	1,000,000	1962-1982	Noon

## MARKET ON REPRESENTATIVE SERIAL ISSUES

	Rate	Maturity	Bid	Asked
California (State)	3 1/2%	1978-1980	3.70%	3.55%
Connecticut (State)	3 3/4%	1980-1982	3.40%	3.30%
New Jersey Highway Auth., Gtd.	3%	1978-1980	3.40%	3.30%
New York (State)	3%	1978-1979	3.30%	3.15%
Pennsylvania (State)	3 3/8%	1974-1975	3.10%	3.00%
Vermont (State)	3 1/8%	1978-1979	3.25%	3.15%
New Housing Auth. (N. Y., N. Y.)	3 1/2%	1977-1980	3.25%	3.10%
Los Angeles, Calif.	3 3/4%	1978-1980	3.75%	3.60%
Baltimore, Md.	3 1/4%	1980	3.55%	3.45%
Cincinnati, Ohio	3 1/2%	1980	3.40%	3.25%
New Orleans, La.	3 1/4%	1979	3.60%	3.50%
Chicago, Ill.	3 1/4%	1977	3.60%	3.45%
New York City, N. Y.	3%	1980	3.60%	3.55%

December 13, 1961 Index=3.334%

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## Tax-Exempt Bond Market

Continued from page 6

ried a one-tenth of 1% coupon and were offered to yield 4.60%. An issue of \$500,000 Fire Department bonds due over the same period was bought by The First National Bank and Trust Co. of Oklahoma City.

Phoenix, Ariz. awarded \$7,500,000 city improvement bonds due 1963-1983 to the syndicate managed jointly by the Harris Trust & Savings Bank, The Chase Manhattan Bank and The First Boston Corp. Scaled to yield from 2.00% to 3.50% in 1981, all of the bonds were immediately sold during the order period. The 1982 and 1983 maturities were not reoffered.

Los Angeles County, Calif. sold \$3,781,000 hospital facilities general obligation bonds due 1962-1980 to the Security-First National Bank group as 3½s. Re-offering on a scale from 1.70% to 3.35%, the account reports a present balance of \$272,000.

Tuesday's final sale of importance consisted of \$7,000,000 Greater Baton Rouge Consolidated Sewerage District, La. (1963-1982) general obligation bonds which were awarded to the Blyth & Co. group. Other major members include Scharff & Jones, Equitable Securities Corp., John Nuveen & Co. and Newman, Brown & Co. Scaled to yield from 1.80% to 3.70% in 1988, the issue was in good demand with yesterday's balance being \$700,000. The 1989-1992 maturities were not reoffered.

The new issue bidding schedule fell off on Wednesday, Dec. 13, with only two smaller issues up for competitive sale. Chesterfield County, Va. awarded \$3,000,000 school (1963-1982) bonds to the Harris Trust & Savings Bank group. Scaled to yield from 1.90% to 3.50%, a balance of \$1,332,000 is presently unsold. The final new issue for this week involved \$3,041,000 Morris County, N. J. general improvement (1962-1981) bonds which were bought by the Chemical Bank New York Trust Co. syndicate. Reoffered to yield from 1.60% to 3.45%, a balance of \$1,575,000.

Toll road bonds have eased off about a half a point since last reporting. Some tax loss selling has affected a few of the markets where deep discounts have been involved. The Smith, Barney & Co. Turnpike Bond Index went from 3.88% on Dec. 1 to 3.91% on Dec. 8, the date of last report. Were the average struck as of Dec. 13 a market gain would likely be registered. Several issues have gained during the past few sessions; Florida Turnpike 3¼s moved up two points.

### Florida Turnpike Likely to Be Well Received

One of the few large negotiated financings planned for marketing in 1961 will likely get in under the line, next week. The \$155,000,000 Florida Turnpike 40-year term issue, for building a 160-mile extension from Fort Pierce northwest through Orlando to Wildwood, near Ocala, and for refunding \$63,817,000 presently outstanding bonds issued in 1955, is being readied for offering to the public next week. Hearings are scheduled this week that should result in next week's flotation.

Dillon, Read & Co. is heading the negotiation for a nationwide group of underwriters. It appears that the proposed offering should be well received by investors.

### Merited Tribute

States, municipalities, underwriters and investors should be well aware of the progressively constructive work performed by

the IBA's Municipal Securities investment banking has steadily gained against the problems projected by the phenomenal growth in volume and complexity of public financing during the past few

years. Without Mr. Browne's leadership, the industry would not have been as well prepared for the growth that it faces, along with the incumbent problems.

### In Securities Business

BROOKLYN, N. Y.—L. J. Aksman & Co., Inc., 1425 Utica Avenue, is engaging in a securities business.

### New Issue

December 13, 1961

**\$53,100,000**

## City of New York

### 3.40% Serial Bonds

Dated December 15, 1961

Due December 15, 1962-86, incl.

Interest Exempt from present Federal and New York State Income Taxes

#### AMOUNT DUE EACH YEAR AND YIELDS OR PRICES

\$4,738,000	1962	1.70%
4,738,000	1963	2.00
4,738,000	1964	2.25
4,338,000	1965	2.50
4,338,000	1966	2.70
3,738,000	1967	2.85
2,238,000	1968	3.00
2,238,000	1969	3.05
2,238,000	1970	3.10
2,238,000	1971	3.15
2,048,000	1972	3.25
2,048,000	1973	3.30
2,048,000	1974	3.35
2,048,000	1975-76	@ 100
728,000	1977	@ 100
728,000	1978	3.45%
728,000	1979	3.50
728,000	1980	3.55
728,000	1981-82	3.60
728,000	1983-84	3.65
728,000	1985-86	3.70

(Accrued interest to be added)

Principal and semi-annual interest (June 15 and December 15) payable in New York City at the office of the City Comptroller. Coupon bonds in denomination of \$1,000, convertible into fully registered bonds in denomination of \$1,000 or multiples thereof, but not interchangeable.

Legal Investment for Savings Banks and Life Insurance Companies in the State of New York and for Executors, Administrators, Guardians and others holding Trust Funds for Investment under the Laws of the State of New York

These Bonds will constitute, in the opinion of counsel, valid and legally binding general obligations of the City of New York, all the taxable real property within which will be subject to the levy of *ad valorem taxes* to pay the Bonds and the interest thereon, *without limitation as to rate or amount*.

The above Bonds are offered when, as and if issued and received by us, and subject to prior sale and approval of legality by Messrs. Wood, King, Dawson & Logan, Attorneys, New York, N.Y.

### The Chase Manhattan Bank

Chemical Bank New York Trust Company Manufacturers Hanover Trust Company Lehman Brothers Blyth & Co., Inc.  
Lazard Frères & Co. Barr Brothers & Co. R. W. Pressprich & Co. Merrill Lynch, Pierce, Fenner & Smith  
Eastman, Dillon, Union Securities & Co. Goldman, Sachs & Co. Bear, Stearns & Co. The Northern Trust Company  
Harris Trust and Savings Bank Equitable Securities Corporation Drexel & Co. Hornblower & Weeks  
Ladenburg, Thalmann & Co. Hallgarten & Co. Paine, Webber, Jackson & Curtis B. J. Van Ingen & Co. Inc.  
A. C. Allyn & Co. A. G. Becker & Co. Blair & Co. Federation Bank and Trust Company Hemphill, Noyes & Co.  
The Marine Trust Company F. S. Moseley & Co. Wm. E. Pollock & Co., Inc. Swiss American Corporation Weeden & Co.  
Bache & Co. Adams, McEntee & Co., Inc. American Securities Corporation First National Bank Goodbody & Co.  
Gregory & Sons Hirsch & Co. E. F. Hutton & Co. Ernst & Company First National Bank Mercantile National Bank  
Rauscher, Pierce & Co., Inc. State Street Bank and Trust Company Trust Company of Georgia  
Auchincloss, Parker & Redpath Cruftenden, Podesta & Co. Dempsey-Tegeler & Co., Inc. Fahnestock & Co.  
Robert Garrett & Sons Green, Ellis & Anderson J. B. Hanauer & Co. Henry Harris & Sons Park, Ryan, Inc.  
Scudder & German Sterling National Bank & Trust Company Tuller & Zucker R. D. White & Company  
Wood, Gundy & Co., Inc. Lebenthal & Co., Inc. Tollner & Bean, Inc. Courts & Co. Granbery, Marache & Co.  
McDonnell & Co. Moore, Leonard & Lynch James D. O'Donnell & Co., Inc. Schwabacher & Co.  
Singer, Deane & Scribner John Small & Co., Inc. Starkweather & Co. Talmage & Co.



## DEALER-BROKER INVESTMENT LITERATURE AND RECOMMENDATIONS

IT IS UNDERSTOOD THAT THE FIRMS MENTIONED WILL BE PLEASED  
TO SEND INTERESTED PARTIES THE FOLLOWING LITERATURE:

**Automobile Production—Study—**Bache & Co., 36 Wall Street, New York 5, N. Y. Also available is a report on Chas. Pfizer.

**California Banks—Comparative** figures on Union Bank, City National Bank (Beverly Hills) and Bank of America—Wedbush & Company, 157 Santa Barbara Plaza, Los Angeles 8, Calif.

**Canadian Chemical Industry—**Memorandum—Draper Dobie & Co., Ltd., 25 Adelaide Street, West, Toronto, Ont., Canada.

**Canadian Convertible Debenture** Issues—List with conversion details, call price, etc.—Midland Securities Corp., Limited, 50 King Street, West, Toronto 1, Ont., Canada.

**Family Budget—Financial** planning for the family—Kalb, Voorhis & Co., 27 William Street, New York 5, N. Y.

**Foreign External and Internal** Securities—1960 year-end prices—booklet—arranged by countries—New York Hanseatic Corporation, 120 Broadway, New York 5, N. Y.

**International Sugar Agreement—**Study—Lamborn & Co., Inc., 99 Wall Street, New York 5, N. Y.

**Investment Policy for 1962—**Study—Dean Witter & Co., 45 Montgomery Street, San Francisco 6, Calif.

**Japanese Electronics Industry —**Analysis—Nomura Securities Co., Ltd., 61 Broadway, New York 6, N. Y.

**Japanese Investment Survey—**Report—The Daiwa Securities Co., Ltd., 149 Broadway, New York 6, New York.

**Japanese Market—Review—**Yamaichi Securities Co. of New York, Inc., 111 Broadway, New York 6, N. Y. Also available is an analysis of Sankyo Company Ltd.

**Japanese Stocks — Handbook** for investment, containing 20 essential points for stock traders and

investors — The Nikko Securities Co., Ltd., Tokyo, Japan — New York office 25 Broad Street, New York 4, N. Y.

**Nature of Puts & Calls —**By Anthony M. Reinach — The Bookmailer, Inc., 232 East 35th St., New York, N. Y.—\$2 per copy.

**Over-the-Counter Index —**Folder showing an up-to-date comparison between the listed industrial stocks used in the Dow-Jones Averages and the 35 over-the-counter industrial stocks used in the National Quotation Bureau Averages, both as to yield and market performance over a 23-year period — National Quotation Bureau, Inc., 46 Front Street, New York 4, N. Y.

**Petroleum Industry—Study** of Capital Investments by the World —Chase Manhattan Bank, 1 Chase Manhattan Plaza, New York 15, New York.

**Railroads—Monthly** earnings and dividend summary—Vilas & Hickey, 26 Broadway, New York 4, N. Y.

**Review & Forecast for 1962—**Bulletin—Schweickart & Co., 29 Broadway, New York 6, N. Y.

**Savings & Loan Associations—**Review of tax status—Carl M. Loeb, Rhoades & Co., 42 Wall Street, New York 5, N. Y. Also available is a discussion of Aerojet General and data on Silver.

**Silver —**Analysis — Hemphill, Noyes & Co., 8 Hanover Street, New York 4, N. Y. Also available is a bulletin on King Kullen Grocery Co.

**Small Business Investment** Companies—Report—Sutro Bros. & Co., 80 Pine Street, New York 5, New York.

**Steel Industry —**Review — H. Hentz & Co., 72 Wall Street, New York 5, N. Y. Also available is an analysis of Dura Corp.

**Aeroquip —**Memorandum—White, Weld & Co., 20 Broad Street, New York 5, N. Y.

**Aeroquip Corp.—Report—**Reynolds & Co., 120 Broadway, New York 5, N. Y. Also available is a bulletin on the Computer Industry.

**Ainslie Corporation —**Analysis — First Weber Securities Corporation, 79 Wall Street, New York 5, N. Y. Also available is a study of Stockler & Yale, Inc.

**Allied Petro Products—**Memorandum—N. A. Hart & Co., 36-41 Bell Boulevard, Bayside 61, N. Y.

**American Can —**Memorandum — Oppenheimer, Neu & Co., 120 Broadway, New York 5, N. Y. Also available are memoranda on General Cable, McKesson & Robbins and Pennsylvania Railroad.

**American Heritage Life Insurance Company—**Analysis—Johnson, Lane, Space and Co., Inc., 16 Laura Street, Jacksonville 2, Fla. Also available are analyses of Florida Tile Industries and Frito-Lay.

**American Rubber & Plastics—**Memorandum—Morgan & Co., 634 South Spring Street, Los Angeles 14, Calif.

**American Ship Building—**Report —Walston & Co., Inc., 74 Wall Street, New York 5, N. Y.

**Atlas Credit Corporation—**Report —Schwabacher & Co., 100 Montgomery Street, San Francisco 4, Calif.

**Automatic Merchandising Inc.—**Analysis—McCarley & Co. Incorporated, 35 Page Avenue, Asheville, N. C.

**Barnes Engineering Co.—**Report —Wm. M. Rosenbaum & Co., 331 Madison Avenue, New York 17, New York.

**Bauer Aluminum —**Analysis—Parker, Ford and Company, Inc., Vaughn Building, Dallas 1, Texas

**Black & Decker Manufacturing Co.—**Survey—Abraham & Co., 120 Broadway, New York 5, N. Y. Also available is a survey of Hammond Organ.

**W. A. Brown Manufacturing Co.—**Analysis—Loewi & Co. Incorporated, 225 East Mason Street, Milwaukee 2, Wis. Also available is a report on Sta-Rite Products Inc.

**Burnham and Morrill Company—**Discussion—De Mott Associates Inc., 600 Old Country Road, Garden City, N. Y. Also available are data on Maxam Inc. and Morton Manufacturing Corp.

**California Western States Life Insurance Co.—**Memorandum—Walter C. Gorey Co., Russ Building, San Francisco 4, Calif. Also available are memoranda on Reserve Insurance Co., Variable Annuity Life Insurance Co., and West Coast Life Insurance Co.

**Carrier Corp.—**Memorandum—E. F. Hutton & Company, 7616 Girard Avenue, La Jolla, Calif.

**Davidson Optonics —**Memorandum—First California Company, Inc., 300 Montgomery Street, San Francisco 20, Calif.

**Dixon Chemical Industries, Inc.—**Report—Mackay & Company, 524 Washington Street, Reading, Pa.

**Dun & Bradstreet Inc.—**Analysis —May & Gannon, Inc., 140 Federal Street, Boston 10, Mass.

**Elliott Automation Ltd.—**Analysis —New York Hanseatic Corporation, 120 Broadway, New York 5, New York.

**Empire State Building Associates —**Bulletin—Arden Perin & Company, Inc., 510 Madison Avenue, New York, N. Y.

**Eurofund Inc. —**Report — Newburger & Company, 1401 Walnut Street, Philadelphia 2, Pa. Also available are reviews of Continental Oil Company, Heyden Newport Chemical Corporation, Massey Ferguson Ltd., Pittsburgh Coke & Chemical Co., Southern Pacific Company and Wells Gardner Electronics.

**Fabien Corporation —**Report—Capital Trading Corp., 92 Liberty Street, New York 6, Also available are data on Allied Empire.

**Ferson Optics Inc. —**Analysis—Kroeze, McLarty & Duddleston, Deposit Guaranty Bank Building, Jackson 1, Miss.

**Fifth Dimension—**Memorandum—Carroll Co., 150 Broadway, New York 38, N. Y.

**First United Life Insurance—**Memorandum — Blair & Co., Incorporated, 105 South La Salle Street, Chicago 3, Ill.

**General Electric —**Analysis — Robert W. Baird & Co., 110 East Wisconsin Avenue, Milwaukee 1, Wisconsin.

**General Motors—**Report—Colby & Company, Inc., 85 State Street, Boston, Mass.

**Gibson Greeting Cards, Inc.—**Bulletin — Courts & Co., 11 Marietta Street, Northwest, Atlanta 1, Ga.

**Glidden Company —**Analysis—A. C. Allyn & Co., 122 South La Salle Street, Chicago 3, Ill. Also available is an analysis of Craig Systems.

**Granite City Steel—**Memorandum —John A. Kemper & Company, 206 West High Street, Lima, Ohio.

**Harvey House —**Memorandum—Andresen & Co., 30 Broad Street, New York 4, N. Y.

**Hewlett Packard —**Memorandum —Birr & Co., Inc., 155 Sansome Street, San Francisco 4, Calif.

**Indian Head Mills—**Memorandum —Winslow, Cohu & Stetson, Inc., 26 Broadway, New York 4, N. Y.

**Martin-Marietta —**Memorandum —D. H. Blair & Company, 42 Broadway, New York 4, N. Y.

**Mead Johnson —**Memorandum—Robert J. Levy & Co., First National Bank Building, Chicago 3, Illinois.

**National Periodical Publications, Inc. —**Analysis — Hooker & Fay, Inc., 221 Montgomery Street, San Francisco 4, Calif.

**New York State Electric & Gas Corporation —**Review — L. F. Rothschild & Co., 120 Broadway, New York 5, N. Y.

**Pabst Brewing Company—**Analysis — F. S. Moseley & Co., 50 Congress Street, Boston 2, Mass.

**Pacific Intermountain Express—**Memorandum—Goodbody & Co., 2 Broadway, New York 4, N. Y.

**Pacific Petroleum Ltd.—**Analysis —Hornblower & Weeks, 1 Chase Manhattan Plaza, New York 5, N. Y.

**Chas. Pfizer & Co.—**Analysis—J. R. Williston & Beane, 2 Broadway, New York 4, N. Y.

**Placer Development Limited—**Analysis—Greenshields Incorporated, 507 Place d'Armes, Montreal, Que., Canada.

**Quaker Oats —**Report — Palne, Webber, Jackson & Curtis, 29 Broad Street, New York 4, N. Y. Also available are data on General Electric, United Merchants and Manufacturers, Spencer Chemical and Commercial Credit Co.

**Ranco—**Memorandum—F. P. Ristine & Co., 15 Broad Street, New York 5, N. Y.

**Random House —**Memorandum—Sincere & Company, 208 South La Salle Street, Chicago 4, Ill.

**Rockwell Standard Corporation—**Analysis — Moore, Leonard & Lynch, Union Trust Building, Pittsburgh 19, Pa. Also available is a pamphlet listing 211 personal property tax free long dividend paying stocks and 84 growth stocks.

**Royal Dutch—**Memorandum—McKeown & Co., 120 South La Salle Street, Chicago 3, Ill.

**Rudd Melikian, Inc.—**Analysis—Boenning & Co., Alison Building, Philadelphia 3, Pa.

**St. Regis Paper Co. —**Report—A. M. Kidder & Co., Inc., 1 Wall Street, New York 5, N. Y. Also

available are data on Eastern States Corp. and De Soto Chemical Coatings, Inc.

**Sellman & Latz —**Data — Rubin, Rennett & Co., Inc., 56 Beaver St., New York 4, N. Y. Also available are data on Minneapolis Brewing.

**Frank G. Shattuck Co.—**Survey—Shields & Company, 44 Wall St., New York 5, N. Y. Also available is a survey of Fedders Corp.

**Shaw Barton —**Memorandum—Cruttenden, Podesta & Co., 299 South La Salle Street, Chicago 4, Illinois.

**Shawinigan Water & Power—**Memorandum —McDonnell & Co. Incorporated, 120 Broadway, New York 5, N. Y. Also available are memoranda on Orkin Exterminating and Loral Electronics.

**Standard Pressed Steel Company —**Analysts—Butcher & Sherrerd, 1500 Walnut Street, Philadelphia 2, Pa.

**Stanley Warner Corporation—**Analysis—Evans & Co., Incorporated, 300 Park Avenue, New York 22, N. Y.

**Straus Duparquet —**Memorandum —John R. Boland & Co., Inc., 39 Broad Street, New York 4, N. Y.

**Tastee Freez Industries—**Memorandum—Roosevelt & Gourd, 37 Wall Street, New York 5, N. Y.

**Texaco —**Bulletin — Freehling, Meyerhoff & Co., 120 South La Salle Street, Chicago 3, Ill.

**Thatcher Glass Manufacturing Co. —**Report — Halle & Stieglitz, 52 Wall Street, New York 5, N. Y.

**Trans Canada Pipe Lines—**Memorandum—Watt & Watt, 6 Jordan Street, Toronto 1, Ont., Canada.

**Treesdale Laboratories, Inc.—**Analysis—Glass & Ross, Inc., 60 East 42nd Street, New York 17, N. Y.

**Tuboscope Company —**Report—Glore, Forgan & Co., 45 Wall St., New York 5, N. Y.

**Ultra-Sonic Precision—**Report—M. J. Merritt & Co., Inc., 125 Maiden Lane, New York 38, N. Y.

**Unilever Companies —**Analysis—Sartorius & Co., 39 Broadway, New York 6, N. Y.

**United Fruit Co. —**Survey—Schirmer, Atherton & Co., 50 Congress Street, Boston 3, Mass. Also available are surveys of Bird & Son Inc., Warner & Swasey Co., and Martin Marietta Corp.

**Universal Leaf Tobacco Company —**Analysis—Emanuel, Deetjen & Co., 120 Broadway, New York 5, N. Y.

**Vance, Sanders & Company Inc.—**Analysis—Hill, Richards & Co., 621 South Spring Street, Los Angeles 14, Calif.

**Ventures, Ltd. —**Memorandum—J. H. Crang & Co., 40 Adelaide Street, West, Toronto, Canada.

**Vernitron—**Memorandum—V. K. Osborne & Sons, Inc., 241 North Beverly Drive, Beverly Hills, Calif.

**Von Hamm-Young—**Memorandum—Stewart, Eubanks, Meyerson & Co., 216 Montgomery Street, San Francisco 4, Calif. Also available are memoranda on Associated Testing Laboratories and Lockhart.

**Westinghouse Electric —**Report—Stearns & Co., 80 Pine Street, New York 5, N. Y.

**White Motor Company—**Report—Thomson & McKinnon, 2 Broadway, New York 5, N. Y.

**World Color Press —**Bulletin—Scherck, Richter Company, 320 North Fourth Street, St. Louis 2, Mo. Also available is a memorandum on MacGregor Bowling Centers.

**Wyle Laboratories —**Memorandum—Kidder, Peabody & Co., 20 Exchange Place, New York 5, N. Y.

**Zenith Radio Corporation—**Report —Droulia & Co., 25 Broad Street, New York 4, N. Y.

**Zep Aero—**Report—California Investors, 3544 West Olympic Blvd., Los Angeles 19, Calif.

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# Milton Bradley Company

By Dr. Ira U. Cobleigh, *Enterprise Economist*

A short summary of the progress and prospects of a company which, for over a century, has provided games for young and old, and contributed importantly to leisure-time and educational pursuits.

The stock market is quite as much a slave to fashion as the Montego Bay set. Time was when rails and heavy industrials were exclusively high fashion. Then came the vogue for tobaccos, utilities and banks. In the post-war decades we've seen the air lines, the oils, electronics, then the book publishers take their turns on the main stage of financial fashion. More recently savings and loan, food markets and spirit merchant shares have been in vogue. But perhaps the most fashionable shares, and surely the most seasonally topical issues, at the moment are the stocks of the toy and game makers. We've been seeing great enthusiasm for such companies as Eldon, Remco, Play-school, Mattel; and some investors have been reaping rich market harvests in these animated issues.

## Games

The company selector for review today, however, was in business years before any of the above started up. Long before we had such juvenile video favorites as Howdy-Doody or Huckleberry Hound, or dolls that kiss, and toy subs that hurl rockets, Milton Bradley was producing and selling games, and thinking up new ones. Over 100 years ago a man named Milton Bradley invented and introduced "The Checkered Game of Life." People started playing it and now, a century later, the Milton Bradley Company is still offering it, in a new three-dimensional form called "The Game of Life." Today, due to our rising population and increased leisure time, more people of all ages are playing games than ever before, and Milton Bradley is busier than ever supplying them. The company manufactures over 200 different games including "Game of the States," "Video-Village," "Go-to-the-Head-of-the-Class," "Easy Money," "Candy Land," "Park and Shop," "Pirate and Traveler," "Concentration," made more popular than ever by a television program of the same name, has been a sensational seller. It is a game which rewards a quick and accurate memory. First introduced in 1959 it sold well over a million copies that year and should do even better in 1961.

Successful and continuous introduction of new games is quite as important to company success as the production of older ones. In 1961 Milton Bradley newcomers included "Stratego," "Summit" and "Camouflage." Benefiting from the broad and perennial interest in the War Between the States, the company also introduced "American Heritage Game of the Civil War" in which players test their tactical skills as "would-be" military commanders.

This constant flow of new games stems from a design and development department at Milton Bradley which not only perfects new pastimes but improves the design and effectiveness of existing ones. At the sales level, merchandising results are annually reviewed. As a consequence the line is always changing, with the poor performers being either revised and updated, or dropped; and new products constantly added. There is moreover, a demand for higher quality and higher priced games, which incidentally carry higher profit margins. Distribution of games on a nationwide basis, is aided and abetted by aggressive magazine and television advertising.

## Educational Line

Parallel to its expansion in games Milton Bradley has achieved great renown in the educational field. In 1869, Milton Bradley, met Miss Elizabeth Peabody, a brilliant woman and pioneer educator who introduced the kindergarten to America. Mr. Bradley was so impressed with her techniques for education of the very young that the company published, in 1869, its first book "Paradise of Childhood, A Practical Guide to Kindergartners." This was a slow seller at the start, but received a bronze medal at the Philadelphia Exposition of 1876—and it launched the company on its way as a main producer of educational items for children. The colored top, colored blocks, sticks and paper were introduced. Crayons and drawing equipment were added. Along the way the Zoetrope, a revolving drum which brought figures to life and was the forerunner of the motion picture was another educational item; and the Myriopticon which presented a panorama of historical scenes mounted on rollers.

Today the educational products, catering especially to preschool ages, embrace a complete color line including finger paint, crayons, and modeling clay; the new "Gay Blade" line of paper trimmers; learning aids in reading, writing, arithmetic etc.; educational toys and games, and Art and Craft school furniture.

Thus in two main sectors of the economy, educational and leisure time products, Milton Bradley Company is in a position to go and grow.

## Changing Fortunes

Although the company is now in its 101st year the going has not always been easy. In the 1930s there were financial and managerial difficulties. To resolve them, on Dec. 1, 1941, Mr. James J. Shea became (and still is) President of Milton Bradley Company. A diligent worker, a man to inspire confidence, and a man of imagination and drive, Mr. Shea and his colleagues set to work. In 1950 there was a financial reorganization and since then, the company has dramatically expanded its annual net sales from below \$6 million, to \$14,472,000 for 1960 and net income has risen by over 400%.

Capitalization at the 1960 year end was \$1,142,000 in long-term debt; 7,837 shares of 5% preferred stock, and 1,070,863 shares of common (adjusted for a 10-for-1 split this year). Common pays 3 cents quarterly in dividends and sells Over-the-Counter at 25 3/4. Current assets stood at \$6.2 million against current liabilities of only \$2.2 million.

Milton Bradley common earned 80 cents a share in 1960. This year, according to Mr. Shea, sales should advance 20% ahead of last year and net profits are expected to reach an all time high.

In the past decade not only have sales shown a dramatic growth rate, but there has been a pleasing improvement in "after-tax" profit margins. This ratio was only 2.1% in 1954, but rose to 6.1% in 1960 and should be at about the same level this year.

Milton Bradley games and educational products are distributed all over the free world, with largest foreign sales in Central and South America. Games are manufactured in Canada, Australia and New Zealand and this year, production of Milton Bradley games under a license agreement was begun in England and Germany.

At the home office, the company, due to rapid sales expansion, is bulging at the seams. The principal manufactory at Springfield, Massachusetts, is going full blast and the company now maintains three warehouses with a total area of 225,000 square feet, in that city. The company has acquired a 27 acre industrial site and will probably start building a new plant during or before 1964. This will probably call for some additional financing.

When investors these days are called upon to appraise and evaluate so many new company shares offered in the "growth" category, it is refreshing, for a change, to perceive a company that's been in business for five generations and still offers vistas of expansion in sales and profits quite as attractive as those of gaudy new electronics or space age shares. It has been well established in our opulent society, that we are willing to spend great sums on leisure and the education of our children. Milton Bradley Company is a logical and substantial beneficiary from both categories.

So the same company that brought "Tiddledy Winks" to your grandfather in 1905 is now offering you "Summit," a game of global strategy to us — and profiting handsomely in the process. The company slogan is a "Doorway to Fun and Learning." It may also prove a doorway to profitable equity investment.

## More on Manpower, Inc.

In last week's article on Manpower Inc., note was taken of the 3-for-2 stock split which, incidentally, became effective on Nov. 16. On an adjusted basis, therefore, shares outstanding total 904,869; per share net in fiscal 1961 was 94 cents as against 80 cents in the earlier year; and the dividend, on an annual basis, is 32 cents. Based on the adjusted capitalization, per share net from

1956 has risen from 26 cents to 94 cents, while dividends advanced from about 1 cent to the current level of 32 cents.—I. U. C.

## Lobb, President of H. M. Bylesby

CHICAGO, Ill.—John C. Lobb has been elected President of H. M. Bylesby & Company, Incorporated, 135 South La Salle Street, Chicago-headquartered investment banking and underwriting firm, and will join the firm on January 8, 1962, it was announced by Arthur S. Bowes, Sr., Chairman.

Mr. Lobb formerly was Vice-President of corporate planning, A. O. Smith Corporation, of Milwaukee, Wis. He was responsible for the investigation of possible acquisitions and new fields for the parent corporation.

In addition, Mr. Lobb has been Executive Vice-President, Marine National Exchange Bank, Milwaukee, and Executive Vice-President of the Marine Corporation. From 1951 to 1955, he was Secretary and later Vice-Chairman of the Pension Fund Commission of the State of Wisconsin Investment Board, at Madison, Wis.

## E. F. Hutton Co. To Admit Partner

E. F. Hutton & Company, 1 Chase Manhattan Plaza, New York City, members of the New York Stock Exchange, will admit William F. Close to Partnership on Jan. 1.

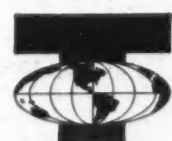


John C. Lobb

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New Issue

December 12, 1961



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Salomon Brothers & Hutzler

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Dean Witter & Co.



# Canada Realistically Faces Growth Challenges

By A. T. Lambert,\* President, The Toronto-Dominion Bank, Toronto, Ontario

Canadian banker confidently expects current nine-month-old recovery to continue; credits the devalued exchange rate for boosting exports and discouraging imports in favor of domestic supply; and urges his fellow countrymen to view Britain's entry into the Common Market as bound to create opportunities which will arise out of enlarged and more prosperous markets.

In Canada, at present, there is an atmosphere of caution both on the part of business and individuals. New capital investment this year has shown little growth over last year and is below the peak level attained in 1957. Consumer expenditures on goods and services have held up, but the gain so far has not been marked. There has been no apparent trend in the movement of inventories in either direction. On the other hand, exports to the United States have been rising since February, after 18 months of an irregular, but persistent, decline. Sales to other countries, which rose sharply in 1960, have continued to expand. While imports have also been climbing, available data indicate that the deficit on merchandise trade will be lower.

## Recovery Will Continue

There is good reason to expect that the recovery, which is now some nine months old, will continue well into 1962. Our own forecasts suggest that business activity in the last quarter may well be 4% above the corresponding period of 1960. If this rate of growth continues, as indeed it seems likely to do, we will be well on the way back to reaching the average growth rate of the postwar period. To do this we will need increases in exports, further replacement of imports by our own manufacture, and higher consumer expenditures with greater emphasis on goods and services of Canadian origin. There appears little reason to expect much movement in inventories. On the capital investment side, we cannot count upon much improve-



A. T. Lambert

ment, although intentions in this regard are very receptive to the business outlook and may well show some pick up in the latter part of 1962.

The failure of the Canadian economy to achieve a satisfactory rate of growth in recent years requires searching examination by all sections of the community. It would be wrong for us to allow disappointment bred of falling short of our expectations to lead to discouragement. Achieving a satisfactory growth rate is a challenge to which we should direct our efforts with enthusiasm and energy. The real problem facing Canada today is not that of combatting a normal cyclical disturbance, but of restoring healthy growth. If the underlying growth rate of earlier years had been maintained, the recent cyclical fluctuations would have been less disturbing.

Throughout the year is has been increasingly apparent that we are in a period of intense international competition. An appraisal of the situation shows that much of the strength of those countries with which we are in competition comes from their greater willingness to practice self discipline. On a recent visit to Europe I was greatly impressed by the active co-operation which exists between Government, industry and labor, with the common goal getting the job done in the most efficient manner possible.

## Exchange Rate Policy

Significant changes have been made in a number of aspects of Government policy which should make it easier for Canada to solve its economic problems through the traditional initiative of private enterprise. Particularly important are the changes that have been made in the exchange rate policy. Within the past year the government has departed decisively from the policy of non-intervention which had been the keystone of Canada's exchange rate policy for more than 10 years. The first step

was taken in December last and in June the Minister of Finance explicitly committed the Government to encouraging the exchange rate to fall into a relationship more appropriate to our economic situation, in order to encourage exports and discourage imports.

Most of us are as familiar with the results as I am. A year ago the Canadian dollar was commanding a premium of over 2%. Recently it has been fluctuating at a discount of around 4%.

There has, of course, been some criticism of this move, but I am convinced that the new exchange policy is sound and that it will contribute to a healthier economic climate. It has been made clear that we have not embarked on a series of devaluations designed to bring unfair advantage to Canadian producers. We are simply endeavoring to achieve a foreign exchange value for the Canadian dollar which is compatible with Canada's economic position.

Our experience to date with the new exchange-rate policy gives much reason for encouragement. The necessary conditions for success appear to have been fulfilled. A careful balance of Government policies has brought easier money and at the same time has restored confidence in securities markets. The interest differentials between Canadian and U. S. capital markets have narrowed appreciably and are now at much more acceptable levels.

The decline in the premium on the Canadian dollar in 1960 was undoubtedly a factor in turning our exports to the rising pattern early in 1961, and in virtually eliminating the merchandise trade deficit. Of course, it is too early to look for further favorable signs since the rate went to a significant discount at midyear. The full effects on exports and on import competition will only become apparent gradually, as previous orders are filled and new orders are placed. However, officers of The Bank have already been able to see distinct tendencies to substitute Canadian sources of supply for imports. There should also be gradual effects on tourist expenditures, both by visitors to Canada and by Canadians traveling abroad, as well as on engineering and other services in which Canadians are doing a growing international business. All these things will contribute to increased Canadian production and employment.

The objectives of our new policy will not, of course, be achieved without some problems, without stresses and strains. Yet, I am convinced that we can and must make it work. As long as we do

not try to drive the exchange rate too low and fix the rate at a level which undervalues our currency, there should be no inflationary results. On the contrary, a desirable stimulus to Canadian production and incomes should result, provided we avoid the danger of allowing the benefits to be lost through corresponding cost and price increases.

## The Common Market

No discussion of the outlook for the Canadian economy would be complete without reference to the Common Market and the implications for Canada of the application by the United Kingdom to become a member. Canada has a big stake in the British Market and in the outcome of the negotiations now under way. It is not surprising that this move is equally perplexing to the Government and people of Canada and doubtless to other parts of the Commonwealth. The economic and political consequences should receive the fullest and frankest study, and this in an atmosphere of mutual understanding and trust.

In examining the Common Market, one must start with the realization that the political unity of Europe is an important part of the entire concept. It is a worthy and desirable objective—part of the dream of reducing old world frictions. Its desirability should not be lost on Canada, for we participated in two world wars which originated there. In negotiating for membership in the Common Market, the British are expressly accepting the political as well as the economic objectives of European integration.

On the economic side, Britain's approach to the Common Market involves the acceptance of competition from other European producers as being not only inevitable but also desirable. Some Britishers have described it as a necessary "cold shower" that should restore vigor to British industry. In other words, they accept the need for the discipline of the international market as a factor in promoting their own best interests.

We should have in mind that, while Commonwealth preferences provide us with access to British markets on favored terms in respect of certain items, they also grant concessions on British manufactures entering the Canadian market. These arrangements have brought benefits both ways; if they are now to be altered or to gradually disappear, we will at least regain some room to maneuver in our trade negotiations. It is interesting also to note that the Common Market, as it now exists, has announced it is prepared to negotiate with outside countries on the elimination of its external tariffs in exchange for adequate reciprocity. If we are to lose benefits accruing from British preferences we will recapture some valuable concessions which can be an important negotiating tool.

## Close Consultation Desirable

If Britain does join the Common Market, it is to be expected that other members of the European Free Trade Area will also do so. Should this result in a more complete joining together of European countries, it will substantially change the complexion of the group. However, it will not alter the basic principles of Canada's approach. It will not lessen the need for Canada to keep in the closest consultation with negotiations as they take place. The Commonwealth will be well advised to be at least as active as the members of the European Free Trade Area in the decision-making processes. Canada, in particular, might be well advised to keep a first-line team of negotiators on the scene at all times, so that there need be no

delay in working out details of such concessions as we are prepared to make in return for specific concessions granted by the Common Market as part of the terms of Britain's entry.

Canada has the choice of two attitudes to the Common Market; a negative reaction of dismay involving opposition to Britain's entry and the unquestioning assumption that we cannot hope to compete; or the more positive approach of exploiting the opportunities the new arrangements offer us in terms of enlarged and more prosperous markets. The second choice will certainly involve difficulties and discipline, but we must face these realistically and be ready to adjust to the new conditions which are likely to confront us.

\*From a talk by Mr. Lambert before the Bank's annual stockholders' meeting, Dec. 5, 1961.

## Goodbody to Admit Partners

On Jan. 1 Goodbody & Co., 2 Broadway, New York City, members of the New York Stock Exchange, will admit Hugh D. Dunlap, and Roger E. Williams Jr. to Partnership. Mr. Dunlap is Manager of the firm's Dallas office in the Vaughn Building.

## I. M. Simon Co. To Admit M. Simon

ST. LOUIS, Mo.—I. M. Simon & Co., 315 North Fourth Street, members of the New York and Midwest Stock Exchanges, on Jan. 1 will admit Mark Simon, Jr. to Partnership.

## Moore, Leonard to Admit Partners

PITTSBURGH, Pa.—On Jan. 1, Moore, Leonard & Lynch, Union Trust Building, members of the New York and Pittsburgh Stock Exchanges, will admit Edwin F. Scheetz, Jr. and R. William Danforth to partnership. Mr. Scheetz is in the firm's municipal department.

## Schwabacher & Co. To Admit Partners

SAN FRANCISCO, Calif.—Schwabacher & Co., 100 Montgomery Street, members of the New York and Pacific Coast Stock Exchanges, on Jan. 1 will admit Richard F. Guard of Honolulu, Walter P. Jones, Jr. of Sacramento, Hazen A. Boucher, Jr., Frank B. Nombalais of Palo Alto, Edward F. Call of Los Angeles, and Richard W. Muir, Salt Lake City, to Partnership.

## Clark, Dodge to Elect Officers

Clark, Dodge & Co., Inc., 61 Wall Street, New York City, members of the New York Stock Exchange, on Jan. 1 will elect Elisha Dyer, Jr., Vice-President of the firm.

## Almstedt Brothers To Admit Two

LOUISVILLE, Ky.—Almstedt Brothers, 425 West Market Street, members of the New York Stock Exchange, on Jan. 1 will admit J. R. Burkholder III and John S. Rankin to Partnership.

This advertisement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

200,000 Shares

**Monmouth Electric Co., Inc.**

Common Stock  
(Par Value 25¢ per share)

Price \$6.00 per share

Copies of the Prospectus may be obtained from the undersigned in any state in which such securities may be lawfully offered.

**Cruttenden, Podesta & Co. Spear, Leeds & Kellogg**

December 13, 1961



## Pound-Dollar Devaluation Rumors Can Be Prevented

By Paul Einzig

Eminent British economist probes the causes for the recurring Sterling and dollar weaknesses and the spate of devaluation rumors. Moreover, Dr. Einzig is dubious about the probability of any stop-gap aid for these two currencies when under pressure, and makes the reminder that any extensive use of the IMF to assist sterling might aggravate pressure on the dollar. The remedy is said to lie in the two governments themselves—their reduction of public spending—and in the opposition of the public to domestic price increases—the only way to let employers know once and for all that they cannot pass increased costs, including labor costs, on to consumers.

LONDON, England—For the first time during the last days of November and the early days of December, both the dollar and sterling came under a cloud simultaneously. Until 1959 the dollar was above suspicion while from time to time sterling came to be suspected of devaluation. Since 1959 sterling and the dollar became alternative suspects, both benefiting by suspicion directed against the other. Dollar scares meant an influx of hot money to Britain, while sterling scares meant an influx of hot money to the United States. The latest development shows that both can be suspected at the same time.

Up to the time of writing, the extent and duration of their simultaneous weakness has not been sufficient to give cause for immediate concern. It is necessary, however, to envisage the possibility of a recurrence of this development on a much larger scale and for a much longer period.

### Basis for Devaluation Talk

On the present occasion sterling was weaker than the dollar, as a result of the attempt made by the Chancellor of the Exchequer to impress the trade unions by alluding to the possibility of a devaluation if excessive wage demands are conceded. But it was no comfort to the dollar that sterling was even weaker. For the dollar, too, depreciated to support point in Switzerland and other Western European countries. The Budgetary deficit and the adverse balance of payments in the United States are subjects which recur with increasing frequency in the Western European press and are responsible for the devaluation talk.

Rumors of an impending revaluation of the lira were partly responsible for the weakness of the two principal reserve currencies, since they gave rise to transfers to Milan from both New York and London. The optimism regarding the prospects of the European Common Market also contributed towards the pessimism in respect of the American and British balance of payments.

### Skeptical of Currency Aid

In face of pressure on both sterling and the dollar any stop-gap assistance can only come from the hard-currency countries of continental Western Europe. Judging by their response to the various international currency plans at the September meeting of the International Monetary Fund at Vienna, it would be unwise to assume that such assistance would be necessarily granted in good time and on a sufficiently large scale. Sterling is safeguarded, as far as the immediate future is concerned by the arrangements with the International Monetary Fund. But any extensive use of its facilities might aggravate the pressure on the dollar, since a large proportion of such facilities necessarily consists of dollars. And any meager dollar scare is now liable to react on sterling unfavorably.

Neither the United States nor Britain can reasonably expect to be able to bolster up the dollar

and sterling, respectively, with the aid of external assistance. Both governments and both countries have to work out their own salvation. If either of them should be forced by circumstances to devalue the other would have to follow the example immediately, to avoid a landslide of a pressure against their currency. Such a pressure on sterling in case of a dollar devaluation and on the dollar in case of a sterling devaluation would follow as surely as night follows day.

To a very large degree the remedy is in the hands of the two governments. To say that a drastic cut in public expenditure would greatly help the dollar and sterling is merely stating the glaringly obvious, but it could not be stated often enough. There ought to be really ruthless economy drives in both countries subject only to the overriding vital requirements of national defense. Apart altogether from the deflationary effect of a really substantial cut in expenditure, the psychological effect of such evidence of a determination to defend the currency even at the cost of painful sacrifices, would be highly beneficial.

In itself cuts in public expenditures, however drastic, would not

be sufficient. In order to be effective it must be accompanied by a determined effort to check the wage blackmail. While in Britain the virtual absence of unemployment and the precarious balance of power between Conservatives and Socialists makes this extremely difficult, the existence of large-scale unemployment in the United States should make it possible there. I have never yet come across a convincing explanation of the paradoxical state of affairs in the United States where the trade unions appear to have almost as strong a bargaining power as in Britain in spite of the existence of millions of unemployed. Something must be wrong somewhere.

### Public Should Strike Against Higher Prices

As far as Britain is concerned the obscene plundering of the community through the insatiable greed of organized labor could only be stopped through a mobilization of public opinion against this attitude. Such attempts that have been made to that end have been half-hearted and ineffective. Members of the government and others whose voice carries weight are singularly reluctant to speak up. There ought to be a sweeping denunciation of excessive wage demands as amounting to treason against the community and deliberate sabotage of the national economy. Trade union leaders ought to be denounced in no uncertain terms for trying to bring about a devaluation of sterling and a sharp rise in the cost of living for the sake of securing unearned benefits to their unions. They should be prosecuted as the real enemies of old age pensioners, since they aim at reducing the purchasing power of pensions, for the sake of increasing that of wages.

In the last resort the solution rests with consumers. They ought to be organized into powerful as-

sociations for the defense of their interests against exploitation by organized labor. They ought to declare a consumers' strike on any article whose price is raised in the future, indeed, on any article whose price has been raised excessively in the recent past. Let all employers, including nationalized industries, realize that the golden days in which they could pass onto the consumer any wage increase as a matter of course are over.

As a result of successful consumer resistance any increase in profit margins through improved production methods would lead to lower prices instead of higher wages. This might break the hearts of many a trade unionist who would like to misappropriate for themselves all the benefit derived from progress which they had no share in bringing about. But any right-thinking people must surely realize that this is the only way in which it would be possible to expand production without the pernicious effect of creeping and not - so - creeping inflation.

## Morgan Stanley To Admit Two

Morgan Stanley & Co., 2 Wall Street, New York City, members of the New York Stock Exchange, on Jan. 1 will admit William D. Mulholland, Jr. and William H. Sword to partnership.

## Coggeshall, Hicks To Admit Two

Coggeshall & Hicks, 111 Broadway, New York City, members of the New York Stock Exchange, on Jan. 1 will admit Michael J. Downey and Robert M. Schroeder to Partnership.

## Baker, Simonds Admits to Firm

DETROIT, Mich.—Baker, Simonds & Co., Inc., 151 West Congress Street, members of the New York and Detroit Stock Exchanges, announces the admission of Ralph W. Simonds, Jr. to membership in the firm as a Director and Allied Member of the New York Stock Exchange.



R. W. Simonds Jr.

Prior to his joining the firm three years ago, Mr. Simonds was a manufacturer and distributor of food products in the New England States.

## Alexander Returns To Lann Securities

Douglas Alexander has returned to the trading desk at Joseph J. Lann Securities, Inc., 37 Wall St., New York City, after an extended illness.

## Two Will be Prescott Partners

CLEVELAND, Ohio—On Jan. 1 Prescott & Co., National City Bank Building, members of the New York and Midwest Stock Exchanges, will admit Edward P. Prescott, Jr. and David J. Barhyte to partnership.

On the same date, Robert O. Shepard, general partner, will become a limited partner.

*This is not an offer of these securities for sale. The offer is made only by the Prospectus.*

## 200,000 Shares Duffy-Mott Company, Inc. Common Stock

(Par Value \$1.00 a Share)

Price \$52.50 per Share

*Copies of the Prospectus may be obtained in any State in which this announcement is circulated from only such of the underwriters, including the undersigned, as may lawfully offer these securities in such State.*

Kidder, Peabody & Co.  
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Eastman Dillon, Union Securities & Co.

Goldman, Sachs & Co.

Harriman Ripley & Co.  
Incorporated

Lehman Brothers

Merrill Lynch, Pierce, Fenner & Smith  
Incorporated

Paine, Webber, Jackson & Curtis

Smith, Barney & Co.  
Incorporated

White, Weld & Co.  
Incorporated

December 14, 1961.



# Decisive Hour Has Arrived— New Trade Policies Vital

By Hon. John F. Kennedy,\* President of the United States

President Kennedy proposes "a new American trade initiative which will make it possible for the economic potential of . . . (expanded EGM and U.S.A.) great markets to be harnessed together into a team capable of pulling the full weight of our common military, economic and political aspirations." This is said to require replacing, not renewing, the Reciprocal Trade Agreements Act with new import policies without sacrificing our traditional safeguards and institutions. Mr. Kennedy outlines what should be done; affirms intention to balance our budget and restrain price inflation; opposes devaluation; and urges ending preferential tax treatment of capital out-flow since Europe is no longer capital-deficient and eventual return of that capital is of no help to us today.

However we may differ at times on approach, we are in basic agreement on goals. The National Association of Manufacturers and this Administration are both devoted to achieving a stronger, more prosperous America, in a world of free and peaceful states, making the most of our human and material resources and avoiding the most harmful effects and fluctuations of inflation and recession. And it is not an exaggeration to say that this endeavor proceeds today under conditions more fraught with peril than have prevailed at any previous period in our history.

As Communism continues its long-range drive to impose its way of life on all the world, our strongest desire is not unnaturally to get off the defensive—to do more than react to the Soviets. But, while this is not an unreasonable urge, its concrete application is more difficult. In the military arena, the initiative rests with the aggressor—a role we shun by nature and tradition—and our alliances are thus largely defensive. In the paramilitary arenas of subversion, intimidation and insurrection, an open and peaceful society is again at a disadvantage.

## Where We Can Succeed

But there is one area in particular where the initiative can and has been ours—an area of strategic importance in which we have the capacity for still greater

effort—and that is the area of economic policy.

The Marshall Plan was an example of our initiative in this area. So were Point 4 and OECD and the Alliance for Progress. The year's new long-range program to aid in the growth of the undeveloped and usually unaligned nations can bring us still further gains—not merely as a blow against Communism but as a blow for freedom. Of equal if not greater importance is the stunning evolution of Western European economic unity from treaty to concrete reality. And it is the success of this still-growing movement which presents the West, at this time, with an historic opportunity to seize the initiative anew. The United States is, in fact, required to do so for its own self-interest and progress.

The Communist Bloc, largely isolated and self-contained, represents an economic power already larger by some standards than that of Western Europe and gaining on the United States. But the combined output and purchasing power of the United States and Western Europe is more than twice as great as that of the entire Sino-Soviet Bloc. Though we have only half as much population, and far less than half as much territory, our coordinated economic strength will represent a powerful force for the maintenance and growth of freedom.

## Joining Our Strengths

But will our strength be combined and coordinated—or divided and self-defeating? Will we work together on problems of trade, payments and monetary reserves—or will our mutual strength be splintered by a network of tariff walls, exchange controls, and the pursuit of narrow self-interest in unrelated if not outright hostile

policies on aid, trade, procurement, interest rates and currency?

This is not a debate between "deficit" nations and "surplus" nations. It is not speculation over some "grand design" of the future. It is a hard, practical question now for every member of the Western community—involving most immediately for this nation our policies in the two mutually dependent areas: our balance of payments and our balance of trade.

## I Our Balance of Payments

While exaggerated fears can be harmful, we would not inspire needed confidence abroad by feigning satisfaction with our international balance of payments position. In essence, that position reflects the burden of our responsibilities as the Free World's leader, chief defender of freedom and major source of capital investment around the world. As the cost of those responsibilities grows, and is not offset by foreign expenditures here, the monetary deficit in our relations with the rest of the world grows, except to the extent that our trade surplus (of exports over imports) can increase with it. During the previous three years, as competition in international markets increased, our trade surplus did not keep pace. At the same time, higher interest rates in other countries as well as speculation in the price of gold attracted some American short-term capital away from our shores. Our balance of payments was in deficit at a rate of nearly \$4 billion a year; and, with its consequences extended by a weakened confidence in the dollar, we suffered a net loss of \$5 billion in our gold reserves.

The complete elimination of this problem is clearly some time off—but so are any dangerous consequences. The United States still holds some 43% of the free world's monetary gold stock, a proportion far larger than our share of its trade and clearly sufficient to tide us over a temporary deficit period while we mount an offensive to reverse these trends. Our exports and export surplus have both been rising. The net claims of Americans against foreigners have doubled during the last decade, and the annual increase in the value of our assets abroad has regularly exceeded our payments deficit. Contrary to the assertion that this nation has been living beyond its means abroad, we have been increasing those means instead.

This year, moreover, our wholesale prices have been steady—confidence in the dollar has been

upheld—the speculation fever has ceased—the outflow of gold has been reduced from \$2 billion in the ten months before Feb. 1, 1960 to \$450 million in the last ten months and, due partly to the temporary decline in imports that accompanies a recession, overall, our payments deficit in 1961 will be less than half of the 1960 deficit.

There is cause for concern, in short, but no cause for alarm. We should be blind to neither our basic strengths nor our basic problems. A long-term deficit requires long-range solutions, and we must not be panicked by set-backs of a short-run nature or the inevitable results of a reviving economy.

## Wants No Short-Sighted Measure

For negative, short-sighted remedies will do more to weaken confidence in the dollar than strengthen it; and this Administration, therefore, has no intention of imposing exchange controls, devaluing the dollar, raising trade barriers, or choking off our economic recovery.

What we will do, and have been doing, is to take a series of positive steps to reduce our outpayments and increase our receipts from abroad.

First of all, we recognize, as already stressed, that this country cannot solve this problem alone. Our allies have a vital interest in its solution. Thus we have sought to increase the share of the contribution which the other industrialized states are making to the less-developed world; and are seeking their assumption of a larger share of the cost of our joint defense requirements.

We are also working with foreign governments and central banks on new techniques for dealing in foreign currencies; on coordinating our development aid, fiscal, debt management, monetary and other policies through the OECD; on preparing a new stand-by lending authority for the International Monetary Fund; on the prepayment of our allies' long-term debts during this period of adverse trends; and on increasing the proportion of their own military procurement in the United States, a very important move that is expected to cut our payments deficit by at least another half a billion dollars next year.

Secondly, to hold our own outlays abroad to the absolute essentials, we have emphasized procurement in this country for our military aid and overseas defense programs, and insisted upon it for three-quarters of our economic aid. We have also substituted local currency expenditures for dollar expenditures to cover local costs wherever possible; and sought to discourage (by a change in the customs law) heavy expenditures abroad by tourists to supplement restrictions already placed on military families.

Third, to encourage a greater movement of funds in this direction, and discourage transfers in the other direction, we have set up a new program to attract foreign visitors; secured passage of a tax exemption encouraging foreign central banks to invest their capital in U. S. securities; kept our own short-term interest rates high enough to avoid unnecessary outflows; and urged our allies to free their own private capital for investment here. At the same time we have directed the Treasury, for the first time in a generation, to buy and sell foreign currencies in the international exchange markets so as to strengthen its ability to offset unfavorable developments affecting the value of the dollar.

## Halting Preferential Tax Treatment

Fourth, we have asked the Congress to remove the artificial tax preference for American investment in highly developed na-

tions with no capital shortage and the unjustifiable tax avoidance loopholes available to those Americans investing in so-called "tax-haven" nations. We do not seek to penalize—only to equalize. Artificial stimulants to the export of our capital are no more reasonable than artificial restrictions. Exchange controls in this country would not be either workable or helpful. But the recent flow of our capital to nations already fully developed has been a serious drain—at least in the short-run—on our current balance of payments position. The eventual return from that capital is no help to us today. And at a time when we are hard-pressed to pay for the maintenance of our forces in Europe without unreasonably increasing our payments deficit and our gold outflow, it makes no sense to be encouraging an exodus of capital through tax laws that were more appropriate at a time when Europe was deficient in capital.

Fifth, and most important of all, we are seeking to increase our exports—and thus our surplus of exports over imports. I shall discuss our opportunities here in more detail in a moment; but it is worthwhile recounting now that we have embarked on a stepped-up campaign of export promotion and trade fair exhibitions—in increased our agricultural exports, striving for dollar sales wherever possible—broadened the Export-Import Bank's loan guarantee system—created a new program of export credit insurance—and, in a variety of ways sought to keep American prices competitive. This requires—if we are to avoid the inflation that will price our goods out of the world market—price and wage restraint by industry and labor, and responsible budget policies by government. It requires—if we are to offer modern products efficiently produced at low cost—a higher rate of investment in new equipment, encouraged by the fullest use of existing capacity in a strong recovery, by the investment tax credit now pending before the House Ways and Means Committee, and by the depreciation reform now under study and already put into effect on textile machinery.

## A Balanced Budget

In short, achieving a healthy equilibrium in our international accounts depends in part upon the cooperation of our allies—in part upon action by the Congress—in part upon the self-discipline exercised by this Administration in its executive and budgetary policies (and here I repeat my intention to submit a Balanced Budget in January)—and in part upon you and other members of the business community. (Labor, too, has its responsibility for price stability, as I shall stress in my message to the AFL-CIO.) I recognize that your effort will be governed in part by the kind of atmosphere the government can help to create. That is why we intend to submit a balanced budget. The government must not be demanding more from the savings of the country, nor draining more from the available supplies of credit, when the national interest demands a priority for productive, creative investment—not only to spur our growth at home but to make sure we can sell, and sell effectively, in the markets abroad. That is also why we intend to press for the investment tax credit, as a spur to business to move forward.

But your own responsibility is great—and there are three things in particular you can do: be competitive, through lower costs and prices and better products and productivity; be export-minded, seeking markets abroad with the same ingenuity shown at home; and be calm, refraining from any

Continued on page 28

This announcement is neither an offer to sell nor a solicitation to buy any of these securities.  
The offering is to be made only by the Prospectus.

## NEW ISSUE

150,000 Shares  
**American Data Machines, Inc.**

Common Stock  
(Par Value 10¢ per Share)

Offering Price: \$4.50 Per Share

Copies of the Prospectus may be obtained from the Undersigned in any State in which the Undersigned may legally offer these shares in compliance with the securities laws of such State.

Golkin, Bomback & Co.

Cohen, Simonson & Co.

December 13, 1961



# FROM WASHINGTON ...Ahead of the News

BY CARLISLE BARGERON

It is becoming apparent that President Kennedy in his fight for lower tariffs intends a drastic revision of the American economy. It may be for the best. That is not the question. The point is that it admittedly will cause considerable readjustments. As to whether the end justifies the means, I will leave for experts to deal with.

Coupled with Mr. Kennedy's tariff fight is his plan to definitely discourage American businesses operating abroad, in an effort to make them operate in this country. This, of course, sounds good to organized labor, at whose annual meeting at Miami Beach recently Mr. Kennedy enunciated it.

It was not so well known, until he spoke at Miami, that the President was behind the move in the Senate to repeal the provision in the tax laws whereby American business operating abroad is allowed to deduct the amount of taxes paid to foreign governments from their American taxes. This writer has previously discussed this move. At Miami Beach, Mr. Kennedy said he was determined to encourage American business to stay at home.

Of course, what has caused American business to invest abroad was to make use of its surplus capital and to take advantage of some of the foreign markets. Mr. Kennedy's theory is that with lowered tariffs all-around, American firms will not have to establish plants in foreign countries to get around tariffs. But surely it will take some time for this readjustment to come around.

It also is a switch from the present foreign aid policy. Under it, while the United States has been pouring money into undeveloped nations, it has encouraged American capital to go into those countries and pick up some of the load.

In his Miami Beach speech, Mr. Kennedy said that only 1% of American industry was affected by imports. That doesn't seem to jibe with the number of industries who are appearing currently before the House sub-committee on the Impact of Imports and Exports upon unemployment. The sub-committee, headed by Congressman Dent of Pennsylvania, has been holding hearings almost daily and more than a score of complaining American industries have paraded before it.

The National Association of Manufacturers, one of the most conservative groups in the country, says in the last few years foreign imports have represented between 4 and 5% of the Gross National Product. That, however, is no measure of the industries affected.

The NAM, incidentally, has never taken a position for or against the reciprocal trade treaty act. Its rules provide that it cannot take a position unless two-thirds of its membership votes for it. No low tariff or high tariff people have ever been able to get that majority. The membership stands about fifty-fifty.

The indications thus are that Mr. Kennedy's figure that 1% of American industry is affected by imports is probably too low. As a matter of fact, the closeness in which reciprocal trade has always been voted in Congress likewise casts doubt on the President's contention. Moreover, opposition to the existing tariff policy has been growing as is the opposition to foreign aid.

Mr. Kennedy though is picking

up a lot of allies in his fight. The American Farm Bureau Federation, the most conservative of the farm organizations, and which is against his farm plan, has come out in support of his tariff plan.

It is admitted that the Administration's liberalized foreign trade program will cause some unemployment at the start. With latter now at 6.1% of the labor force, and with the "liberals" demanding a public works program, that situation certainly will not be helped. Mr. Kennedy proposes a subsidy for unemployment caused by the lower tariffs and for dislocated industry.

## Midwest Exch. Names Two

CHICAGO, Ill.—Two members of the Midwest Stock Exchange staff were recently advanced to higher positions. John G. Weithers be-



John G. Weithers Albert L. Means

came the Exchange's new Secretary and Albert L. Means became Assistant Treasurer. Mr. Weithers succeeds Donald Rogers, former Vice-President and Secretary of the Exchange, who continues as Vice-President.

## Meehan-Tooker Common Offered

An offering of 100,000 common shares of the Meehan-Tooker Co., Inc., at \$5 per share is being made by Harry Odzer Co., New York City and Bruno-Lenchner, Inc., Pittsburgh. Net proceeds will be used by the company for the repayment of debt, the purchase of a high-speed press, and the establishment of a creative art and research department.

The company of 170 Varick St., New York, is engaged primarily in the business of ownership and operation of complete photo-offset equipment and high-speed presses which print a variety of printed matter, including direct mail advertising media, sales catalogues and folders, booklets, annual reports, inserts and displays.

## Boston Inv. Club Elects Johnston

BOSTON, Mass.—At the regular meeting of the Boston Investment Club, held Dec. 12, 1961, George L. Johnston was elected President.

Mr. Johnston has been associated with Goldman, Sachs & Co. since 1955 and is currently manager of the Municipal Bond Department in Boston. He was formerly with the First National Bank of Boston.

## Complete duPont Training Course

Thirty-nine young men averaging 27½ years of age entered the securities business after receiving diplomas marking their successful completion of an intensive six-months formal training course given by Francis I. duPont & Co., one of America's largest investment firms. All have passed the New York Stock Exchange examination for Registered Representatives.

A. Rhett duPont, Senior Partner of the firm, presided at Graduation Day exercises at the Bankers Club.

All 39 of the men are college graduates and have had at least several years business experience prior to being accepted for the course. They were selected last June out of a field of nearly 1,200 applicants nationwide, according to John Rice, Director of Training.

This is the largest class to be graduated since Francis I. duPont & Co. initiated its course in 1955. The class that took the course in the first half of 1961 numbered 30.

## Bache & Co. Opens Three Coast Offices

Bache & Co. has opened three new branch offices at 235 Montgomery Street, San Francisco; 1330 Broadway, Oakland and 422 Waverly Street, Palo Alto, Calif., it was announced by Harold L. Bache, managing partner. Martin Glatter is in charge of the San Francisco office; Robert J. Anderson of Oakland, and John R. Leong of Palo Alto.

Opening of the three offices brings to 85 the total number of offices maintained by Bache & Co. in the United States and Canada.

## F. K. Gehr Opens

RIDGEWOOD, N. Y. — Fred K. Gehr, Jr. is engaging in a securities business from offices at 801 Cypress Avenue. He was formerly with J. B. Coburn Associates, Inc.

## M. M. Star Opens

HOLLIS, N. Y. — Milton M. Star is conducting a securities business from offices at 87-56 Francis Lewis Boulevard under the firm name of Milton M. Star Agency.

## Loewi Opens Branch

NEW LONDON, Wis.—Loewi & Co., Incorporated has opened a branch office at 122½ North Water Street under the direction of F. Jay Mattick.

## Bellamah, Neuhauser Opens N. Y. Branch

Bellamah, Neuhauser & Barrett, Inc., of Washington, D. C., has opened a New York office at 67 Wall Street, under the management of Michael J. Vode.

## Joins V. K. Osborne

(Special to THE FINANCIAL CHRONICLE)

BEVERLY HILLS, Calif.—Mark F. Cote has joined the staff of V. K. Osborne & Sons, Inc., 241 North Beverly Drive, members of the Pacific Coast Stock Exchange. Mr. Cote was formerly with Thomas Jay, Winston & Co. and Lester, Ryons & Co.

## R & D Investors Opens.

FORT WASHINGTON, N. Y. — R & D Investors Corp. is conducting a securities-business from offices at 22 Lewis Lane. Officers are Israel Rubinstein, President and Treasurer, and Sheila Rubinstein, Vice-President and Secretary.

NSTA



NOTES

## BOSTON SECURITIES TRADERS ASSOCIATION

The Boston Securities Traders Association will hold their annual winter dinner, Feb. 9, at the Statler Hilton Hotel.

## Chwasky V.-P. of Realty Company

Milton Chwasky has been named Executive Vice-President of General Economics Realty, Inc., wholly owned subsidiary of General Economics Corporation, 625 Madison Avenue, New York City, it has been announced by Leonard I. Axelrad, President of the parent company.

Among important posts in the real estate development and investment fields, Mr. Chwasky was formerly Vice-President of the Sachar Development Corporation. Prior to that, he was a Vice-President of Nat Berger Associates, Inc. He has also been on the Staff of the Glickman Corporation as assistant to the Vice-President.

The activities of General Economics Realty, a newly organized

company, will include investment, syndication and development of income-producing properties in all parts of the country.

## Schwabacher Branch

WATSONVILLE, Calif.—Schwabacher & Co. has opened a new investment brokerage office in the city of Watsonville, with William H. Foust as Resident Manager.

The office, located at 454 Main Street, will serve Watsonville, La Selva Beach, Rio Del Mar and Aptos. A direct wire connects it with the Schwabacher headquarters office in San Francisco.

Mr. Foust has been with Schwabacher & Co. for a number of years. Before entering the securities business he was a member of the advertising staff of the Watsonville Register-Pajaronian.

This is not an offering of these shares for sale, or an offer to buy, or a solicitation of an offer to buy any of such shares. The offering is made only by the Prospectus.

600,000 Shares

## Pacific Lighting Corporation

Common Stock  
(Without Par Value)

Price \$59.75 per share

Copies of the Prospectus may be obtained from any of the several underwriters only in states in which such underwriters are qualified to act as dealers in securities and in which the Prospectus may legally be distributed.

Blyth & Co., Inc.

Dean Witter & Co.

The First Boston Corporation

Eastman Dillon, Union Securities & Co.

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Goldman, Sachs & Co. Incorporated

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Lazard Frères & Co.

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Merrill Lynch, Pierce, Fenner & Smith Incorporated

Smith, Barney & Co. Incorporated

Stone & Webster Securities Corporation

White, Weld & Co. Incorporated

December 13, 1961



# Inadequacies of Union Pension Fund Investments

By Paul L. Howell,\* Lecturer on Pension, Baruch School, College of the City of N. Y., and Paul Howell Associates, New York City

Pension and financial consultant criticizes union pension fund portfolio management for failing to perform as well as corporate funds. Their unwillingness to invest to earn the greatest return possible over the long run is said to reflect their refusal to understand when, where and why stocks earning even a current lower yield than bonds would surpass that of fixed income holdings. Professor Howell discusses investment objectives and portfolio composition; stresses the importance of earnings growth, capital appreciation and market timing; and refers to the advantages of competent investment counseling particularly when it comes to selecting "socially acceptable" equities for pension funds.

## I

In June the Commission on Money and Credit published the findings of its intensive three-year study of the influence of financial factors on jobs, prices and national income.<sup>1</sup> With respect to "Private Pension Funds" it was found that they have not been well-managed and reforms are needed. The Commission recommended, without a dissent:



Paul L. Howell

"... that an appropriate regulatory body should be given added responsibilities over private corporate pension funds. These responsibilities should include the power:

- (1) to study and develop appropriate standards of prudence in the investment of the funds;
- (2) to enforce such standards;
- (3) to assure periodic disclosure to beneficiaries of the financial statements of the funds; and,
- (4) to bring suit against malfeasors on behalf of the plan participants and their beneficiaries."

—p. 177.

A unanimous recommendation for government regulation made by a Commission, comprised of leaders from banks, insurance companies, labor unions and industry, many of whom are staunch advocates of "free enterprise," is not to be taken lightly. Their findings constitute a serious indictment of current practices.

<sup>1</sup> Report of the Commission on Money and Credit, Money and Credit—Their Influence on Jobs, Prices and Growth, Prentice-Hall, Inc., Englewood Cliffs, 1961, See: pp. 175-177.

## Union Pension Funds

Taft-Hartley funds<sup>2</sup> aggregating about \$1.5 billion, are theoretically managed by joint boards composed of representatives of labor and the employer. Most of them are multi-employer in character and cover about 3.3 million worker-members. Because of the small interest of any one particular employer, these funds frequently have come under union domination. Often the employer has been outvoted or has abdicated his responsibilities.

With respect to pension fund management three questions arise:

- (1) Is there a carefully formulated and articulated statement of investment objectives for the long-term retirement program? All too frequently it has not even been reduced to writing.

- (2) Has policy been designed and promulgated which will resolutely achieve these objectives? Is it up-to-date?

- (3) Do security purchases (and sales) as executed, accomplish the desired investment goals for growing assets?

It is submitted, as a generalization not applicable to all plans, that the objectives and policies are not well-thought-out. Their performance leaves much to be desired. Often it may be characterized as mediocre, unimaginative, out-of-date, lethargic and occasionally just plain incompetent.

One of the reasons for this poor showing is that the managers all too frequently think that if they earn a quarter of a percent more than the rate assumed by the actuary they have turned in a very successful performance. They fail to realize that the paramount objective of a pension pro-

<sup>2</sup> Labor Management Relations Act of 1947, Section 302 (Taft-Hartley).

gram, in contrast to an insurance company, is to provide a reasonable standard of living during retirement. It is not a contract to provide a fixed number of dollars. Unions as well as employers must take into consideration declining purchasing power both before and after retirement.<sup>3</sup> The objective in setting up a funded retirement plan is to accumulate an amount, during the working life of the employee, which will enable the retiree to live with dignity during his declining years. Such a standard of living is frequently set at 50% of final pay when combined with Social Security.

It is a major fiduciary duty of administrators to make these funds as productive as possible. In this their performance has been sadly lackluster.

## II

### Guides for Investment Policy

Basic investment policy to achieve retirement fund objectives can be formulated only after a careful analysis of the characteristics of pension funds and the relative suitability of the various media available for their specialized needs. Retirement programs have a unique institutional framework. The major determinants of the policies most appropriate for the investment of pension funds are:

**First**, there is an extremely long period of accumulation and distribution of funds. In fact, although employees come and go, there is no prospect that accumulating pension funds will ever be liquidated.

**Next**, the inflow of money contributions and earnings will exceed outgo by a substantial margin for many years. Thus, pension funds will continue to experience sustained growth.

**Third**, a qualified pension program is completely exempt from income and capital gains taxation as a tax-exempt organization.

**Fourth**, retirement plans are not subject to catastrophic hazards. Retirements and payouts can be forecast, with reasonable accuracy, for years in advance.

**Fifth**, there are virtually no legislative restrictions on the investment of private, self-administered or trustee funds.

**Sixth**, there is no need to distinguish between principal and income in recording capital appreciation and cash receipts as is required for the life tenant or

<sup>3</sup> See: Paul L. Howell, "Investing of Pension Funds in an Inflationary Economy," *The Commercial and Financial Chronicle*, Dec. 25, 1958.

remainderman interests in many personal trusts.<sup>4</sup>

## III

### Investment Objectives and Portfolio Composition

Because of the long period of accumulation and subsequent distribution the rate of return on invested funds is the dominant factor in determining pension costs and benefits. Many retirement plans are now set up on an actuarial expectation of 3.0% earnings rate. An increase of pension fund yields of 1%, i.e., from 3% to 4%, can increase benefits by more than 25% or cut costs about 20%. Consequently, the primary investment objective of a pension fund administrator is to make the funds as productive as possible in order to provide as large a fund as possible by retirement.

This objective, of course, is carried out within the investment framework just described and must weigh many factors, such as: need for current income; desire for capital appreciation; risk of loss; maintenance of dollar integrity vs. maintenance of dollar purchasing power; safety of principal vs. adequacy of earnings, etc. Since there are some elements of conflict among these factors, the development of an appropriate investment policy often calls for compromise, particularly in the desire for greater income and appreciation of the value of the investments as against the objective of dollar integrity. "Do what you will, capital is at hazard."<sup>5</sup>

In the light of the investment framework which has been outlined it is submitted that the following criteria should govern the formulation of investment policy:

**First**, in the management of pension funds, their maximum overall net productivity (interest, dividends, rents, loss reserves and capital appreciation) should be the primary objective.

**Next**, investment management should seek as large a net return as is feasible and prudent, regardless of stable or rising prices.

**Third**, investing to provide liquidity can be ignored for all practical purposes for the next two decades.

**Fourth**, Pension funds should be invested as received, i.e., fully invested at all times. This results in "dollar-cost-averaging." Forecasting of security prices and interest rates should be limited.

**Fifth**, because of fund growth, the absence of catastrophic hazards, dollar-cost-averaging, continuous full investment, there is little need to take a defensive position with the resultant lowering of overall portfolio yield.

**Sixth**, tax-exempt securities should be avoided.

This leads to the conclusion that union pension portfolio policies should be more enterprising than they are. A dynamic portfolio might be structured as follows:

- |                                    |     |
|------------------------------------|-----|
| (1) Cash and governments.....      | 5%  |
| (2) Corporate bonds.....           | 25% |
| (3) Real estate and mortgages..... | 20% |
| (4) Common stocks.....             | 50% |

How have corporate trustee funds been invested? Table I shows the distribution of corporate pension assets on both a book

<sup>4</sup> See: Paul L. Howell, "Common Stocks and Pension Fund Investing," *Harvard Business Review*, November 1958.

<sup>5</sup> See footnote 2, *supra*.

and market value basis. On a market basis equities (preferred and common) constitute 46% of the \$32 billion amount. Table II shows that during 1960 53% of corporate pension funds were invested in common stocks. In fact, during 1960, the amount of equities purchased by pension funds exceeded 50% of all new common stocks issued for cash during that year.

This is what managers of corporate pension funds are currently doing. How many union funds are this "dynamic"?

## IV

### Importance of Earnings Growth And Capital Appreciation

In long-term pension investment it is important to consider both the return on cost and market price appreciation prospects. Attention should not be restricted to current yield just to achieve the actuarial earnings assumption. Such a limited view overlooks the potentialities of earnings growth, increased future dividends and the capital appreciation aspects of stock ownership. In striving to attain the objective of accumulating as large a sum as possible by retirement date paramount consideration must be given to investment in companies which can support a forecast of increasing earnings.

When the same dividend payout is maintained, growing earnings will give a vastly superior investment performance over fixed income securities. In fact, if there is an annual increase in earnings of only 5% a year, hardly a true growth stock, earnings and consequently dividend return will double in less than 15 years. Even assuming a situation where current cash dividend yields (current dividends/current prices) remained permanently below bond yields it need not be long before growing earnings and dividends would provide a yield on book cost of equities which would surpass that of fixed income holdings. Reinvested earnings alone should result in the growth of future earnings and dividends. Furthermore, if market capitalization rates for earnings and dividends do not change there will be a corresponding price appreciation.

### What If Stocks Yield Less Than Bonds?

A conservative example of this growth principle is the sometimes poorly regarded Consolidated Edison Co. of New York, whose stock was available in 1949 at an average price of \$25 to yield 6.4% on its then \$1.60 dividend. At the current \$3.00 dividend rate it now yields a return of 12% on the 1949 cost. Thus, for the past decade this non-glamour stock has provided a pronounced investment superiority over pension funds placed in Con Ed's AA 3% bonds issued in 1949.

The crucial question facing

**TABLE II**  
Net Investment of Corporate Pension Funds During 1960

	Amount (\$ millions)	%
Cash and deposits	\$12	—3
U. S. Governments	113	—3
Corporate bonds	1,343	39
Preferred stock	—5	—
Common stock	1,800	53
Mortgages	178	5
Other assets	189	6
Total	\$3,404	100%

**TABLE I**  
Value of Assets of Corporate Pension Funds, Dec. 31, 1960 (In \$ billions)

Assets:	Per Books	%	Per Market	%
Cash and deposits	\$4	1	\$4	1
U. S. Governments	2.0	7	2.0	6
Corporate bonds	14.1	49	13.2	41
Preferred stock	.7	3	.6	2
Common stock	9.5	33	14.0	44
Mortgages	.8	3	.8	2
Other assets	1.2	4	1.2	4
Total	\$28.7	100%	\$32.2	100%

Source: Securities and Exchange Commission, Statistical Release No. 1750 May 3, 1961.

This advertisement is not and is under no circumstances to be construed as an offering of these securities for sale or a solicitation of an offer to buy any of such securities. The offering is made only by the Offering Circular.

New Issue

December 14, 1961

100,000 Shares  
**GLEN INDUSTRIES, INC.**  
(A New York Corporation)

Common Stock  
(\$0.10 Par Value)

Price \$3.00 per Share

Copies of the Offering Circular may be obtained from the undersigned only in those States in which the undersigned may legally offer these securities in compliance with the securities laws of the respective States.

**G. EVERETT PARKS & CO., INC.**



portfolio managers is whether today, (October 1961) investing in Con Ed stock at 75 to yield 4% is preferable to investing funds in AA corporate bonds which currently yield about 4.70%. Here one must take into full consideration the long range prospects and not be led astray by temporary aberrations of illusory gain. Corporate bonds may be refunded at lower rates within the next decade. On the other hand, even though situated in a high tax area, with low customer consumption and expensive streets to tear up Con Ed has shown ability to grow and translate that growth into increased earnings per share. There appears to be no reason why this should not continue in the future. It would be quite possible by the time a 30-year bond matured or a 30-year employment period ended that Con Ed stock would yield an annual dividend return in excess of 25% on its 1949 purchase price. In addition, there should be more capital appreciation. The moral is clear. Analysts should concentrate on finding companies whose earnings are expected to grow—a not impossible task.

If the conclusion is sound that analysts can select equities which will grow it will not take long before the return on cost will soon exceed that of fixed income securities. Time is on the side of equities. And pension programs, with their periods of accumulation and distribution, encompass a long stretch of time.

This again emphasizes the need for the discerning skill of the professional securities analyst in the selection of growth industries and leading companies therein. It is not meant, however, to deny the validity of the time honored truth that, at some price, future earnings have been fully discounted and purchases beyond that level constitute buying "pie in the sky." There is always some price at which a stock becomes overvalued and consequently ceases to be a sound investment.

#### V

##### Market Timing

In stock purchases attention should be concentrated on basic earnings and dividends and a reasonable price therefore and not upon fluctuating market swings. It may be urged that the stock market is currently "too high" and fund managers should become defensive. This, of course, can be done by switching stocks as well as by buying fixed income obligations. It should be remembered that a small earnings differential between fixed income securities and stock can amortize a substantial portion of the cost of those equities in a surprisingly short time. Furthermore unrealized capital gains can be a hidden reserve or cushion against market fluctuations. Many defensive bond funds show a loss when valued on a market basis. In contrast, dynamic stock components show large yields on cost and substantial price appreciation as shown in Table I.

It is true that, if one knew the stock market were to fall and when, it would be more profitable to sell stocks and stay defensive in bonds until things were about to go up again. This assumes a degree of omniscience which is not present in most pension fund managers. The picking of common stocks with good growth prospects is child's play compared with trying to outguess the market and the timing of its swings. Pension funds must of necessity be fully invested for the long pull. Pension funds, as a whole, cannot do any such volume of switching. The sums are too large. A small amount of liquidation would soon defeat itself and eliminate the desirability of further sales. Furthermore, the market is not going to fall never to recover.

In portfolio management it is assumed, with competent investment counsel, that stock purchase

selections will be made at an attractive price. It is further assumed that stocks which have fully discounted their potential for many years to come, i.e., have become overvalued, will be sold. Buying off an established list or a favorite 50, (i.e., what everybody else is buying) which may be selling at 40 times earnings, does not constitute astute investment management skill but merely clerical execution. A successful portfolio result cannot be achieved by buying the popular stocks. "Management" which merely keeps pace with the ups and downs of the averages cannot be said to be outstanding. Investment skill is the ability to evaluate correctly the future earnings potential. Its execution is in hunting and finding equities priced well below their demonstrable potential. To buy well is more than half the battle. With a portfolio well-bought and with over-priced issues weeded out managers need not fear market crashes as depicted by the decline of the "averages."

The public remembers 1929 and 1932. Actually much of the stock market fall from 1929 to 1932 merely offset the previous unwarranted rise. A person who was in equities before 1928 would have found his book losses of 1932-33 soon converted back into profits. Persons who practiced dollar averaging through systematic stock purchases month by month during this period came out much better than persons who kept their funds in fixed income obligations.

A true long-term holder of equities can ride out the storms and stresses, disregard intermediate market swings, and ultimately receive his compensation in the form of a substantial increase in earning power and long-term appreciation.

If one does not have confidence in his valuation judgments, or cannot find reasonably priced stocks or courage to wait out short-term fluctuations, or is not backed up by a pension board who appreciate the character of an equity investment operation, or there is a liquidity problem then one should stay in corporate bonds.

That equities are "socially acceptable" for pension funds is illustrated not only by College Retirement Equities Fund (CREF) but by the conservative Federal Reserve System whose pension fund is now 20% in equities on a cost basis. Furthermore, variable annuities are now available for the employees of some Federal and State agencies, e.g., Tennessee Valley Authority and Wisconsin State Employees Retirement Fund. Amalgamated Lithographers have just increased their common stock limit to 25%.

\*An address by Mr. Howell before the 7th annual workshop of the National Conference of Health, Welfare and Pension Plans, Philadelphia, Pa.

## Federman, Stonehill To Admit Two

Federman, Stonehill & Co., 70 Pine Street, New York City, members of the New York Stock Exchange, on Jan. 1 will admit William R. Legge and Robert J. Stonehill to Partnership. Mr. Stonehill is Manager of the firm's trading department.

## With Paine, Webber

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif.—Donald C. Smalian is now with Paine, Webber, Jackson & Curtis, 369 Pine Street. He was formerly with Birr & Co., Inc. and J. Barth & Co.

# A Review of 1961

By Roger W. Babson

Mr. Babson reviews 1961's performance record in several vital areas. He surmises increase in wholesale prices must ensue in 1962 if the business uptrend is to continue. Further, he notes the dependence of the economy on government spending and opines that an international foolproof disarmament agreement could cause an economic decline.

In any review of this sort, I must mention the Federal Reserve Index of Industrial Production. This Index averaged 108 for 1960, and according to my estimate 1961 should average higher — around 109. This barometer measures only physical volume of production. The government issues another figure which is a measure of dollar values and includes services and miscellaneous businesses as well as factory output. This figure, the Gross National Product, averaged \$504 billion in 1960, and I estimate it will average around \$522 billion for 1961.

#### Personal Income

Notwithstanding the recession which extended into early 1961, personal income not only held up very well this year, but advanced above 1960. This figure concerns every reader of this column and recognizes what was lost by the automobile workers and others affected by strikes. The more strikes, the less personal income.

#### Employment

Beginning in February of 1961, employment rose steadily, except for the auto strike period. With gradually rising employment and wages, 1961 will wind up with a good record for 1962 to shoot at. We hope this will mean an increase in advertising, which should benefit newspapers as well as retailers.

#### Retail Trade

Retail trade has been fairly good during 1961, even though sales did not rise commensurate with the climb in personal income. What housewives did not spend they used to build up savings accounts or reduce instalment loans. Therefore, consumers should enter 1962 with a good foundation.

#### New Building

New building increased through most of the first half of 1961, but lost steam later in the year. This lack of follow-up strength was due to increasing vacancies of houses for rent and sale, plus the fundamental downward trend in

the cycle of family formation. Unlike food or gasoline, new houses are not consumed; hence they accumulate in case of overbuilding.

#### Commodity Market

The Bureau of Labor's Wholesale Price Index has been narrowly irregular all during 1961. Prices for agricultural and primary commodities have moved only moderately upward. Hence, farmers and producers of raw materials have not fared so well, profitwise, in 1961 as have manufacturers. A stronger upturn in commodity prices must occur in 1962, if the business uptrend is to be extended.

#### Stock Market

As we have heretofore explained, there are three Dow-Jones Averages. The first, which most people watch, is the Industrial Stock Average. This started 1961 at 610, its low for the year, and at this writing is around 730. The second D-J Average is that of railroad stocks. This Rail Average was indecisive until the closing months of the year when it worked moderately higher. There are comparatively fewer shares of railroad stocks in this Average and comparatively fewer shares of stock outstanding. Hence, manipulators have a better chance of playing their game with the rail stocks. This Average opened 1961 at 131 and at this writing is 147. The third of the Dow-Jones Averages is the Utility Average; this has gone up almost steadily.

#### Government Spending

Unfortunately, all of these seven aspects of the economy are very dependent upon government spending. This has been primarily for defense, and it seems indirectly to affect every reader of this column. Government spending for goods and services should average around \$109 billion for 1961, which exceeds that of World War I, World War II, or the Korean War. I doubt if any reader of this column will ever witness total disarmament; but I do believe that there will be some

international foolproof agreement against the use of nuclear weapons. This could cause a sudden decline in the income of manufacturers, retailers, employees, and of almost every reader of this column.

## F. S. Smithers Co. Will Admit to Firm

F. S. Smithers & Co., 45 Wall Street, New York City, members of the New York Stock Exchange, on Jan. 1 will admit James G. Nuland to Partnership in the firm.

## Two to be V.-Ps. Of Walston & Co.

Stephen Greenberg and Alfred J. Rauschman as of Jan. 1 will become Vice-Presidents of Walston & Co., Inc., 74 Wall Street, New York City.

## Wertheim & Co. To Admit Partner

On Jan. 1 John C. Fitterer, Jr. will become a Partner in Wertheim & Co., 120 Broadway, New York City, members of the New York Stock Exchange. Mr. Fitterer is Manager of the firm's municipal bond department.

## Robert Baird Co. To Admit Two

MILWAUKEE, Wis.—On Jan. 1, Robert W. Baird & Co., 110 East Wisconsin Avenue, members of the New York and Midwest Stock Exchanges, will admit Arthur J. Laskin and Guilford M. Wiley, Jr. to Partnership.

## Williston & Beane To Admit to Firm

On Jan. 1 J. R. Williston & Beane, 2 Broadway, New York City, members of the New York Stock Exchange, will admit Milton F. Untermeyer to Partnership.

## Aronow Co. Opens

BROOKLYN, N. Y.—Jack Aronow from offices at 1444 East 105th St. is conducting a securities business under the firm name of Aronow Company.

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these Shares. The offer is made only by the Prospectus.

#### NEW ISSUE

125,000 Shares

## Tower Communications Co.

Common Stock  
(No Par Value)

Price \$8.75 per Share

Copies of the Prospectus may be obtained from the undersigned.

C. E. Unterberg, Towbin Co.

December 14, 1961



## The State of TRADE and INDUSTRY

Steel Production  
Electric Output  
Carloadings  
Retail Trade  
Food Price Index  
Auto Production  
Business Failures  
Commodity Price Index

"Substantial economic gains during the last two months suggest that the underlying forces of business expansion continue to be strong, and that the September slippage in output and sales was merely temporary," observes the *Federal Reserve Bank of New York* in its December *Monthly Review*.

Despite strikes in the auto industry during the first half of October, industrial production rose markedly during that month and reports for November point to further strength in steel and automobile output. Retail sales, propelled largely by a sharp advance in automobile sales, showed their first strong upward movement since the spring turnaround in general business activity. The 2½% rise in October retail sales and a further increase in November in auto sales suggest

that the business expansion is now receiving new impetus from the consumer sector. The scheduled buildup in defense orders and outlays should also continue to provide stimulus to the economy in the months ahead.

Even before the first significant October figures had reached the public, business sentiment had turned more buoyant, the bank noted. This was reflected, among other things, in a Dun & Bradstreet survey taken during the month, which indicated that businessmen expected sales to reach an all-time peak during the first quarter of 1962 and thought that profits would rise well above present levels—adding up to a more optimistic short-range outlook than at any time since the second quarter of 1959.

A second article, "Compensating Balances," notes that it has become increasingly common during the past decade for commercial banks to require business customers to hold minimum average balances as a condition for the extension of bank loans or lines of credit. Banks generally look at compensating balances as a means of promoting steady customer relationships and of moderating deposit fluctuations. For an individual bank, deposit requirements can increase total loans and deposits, and thus raise interest earnings. For the banking system as a whole, however, compensating balance requirements prob-

ably have only a minor influence on deposits.

From the standpoint of the borrower, a compensating balance requirement will increase the effective cost of bank credit only if the required balance exceeds his normal working balance. However there are indications that requirements in excess of working balance needs have become increasingly important in recent years, and this has given rise to a new financing device—known as "ling winancing"—whereby borrowers subject to balance requirements obtain the required funds from a third party in the form of time certificates of deposit. Under this arrangement, the supplier of funds—whether an insurance company, mutual fund or pension fund—generally receives a greater return than the legal maximum that banks have been permitted to pay on time deposits.

The Reserve Bank noted that the magnitude of compensating balance requirements and the vigor with which they are enforced apparently vary with cyclical changes in general monetary conditions. Cyclical flexibility in the application of compensating balance requirements thus can be a mechanism through which changes in the cost and availability of credit are transmitted to the market for business loans.

### Bank Clearings Were 17.7% Above the Corresponding Week Last Year

Bank clearings last week showed an increase compared with a year ago. Preliminary figures compiled by the *Chronicle* based upon telegraphic advices from the chief cities of the country, indicate that for the week ended Saturday, Dec. 9, clearings for all cities of the United States for which it is possible to obtain weekly clearings was 17.7% above those of the corresponding week last year. Our preliminary totals stand at \$30,050,756,402 against \$25,540,830,256 for the same week in 1960. Our comparative summary for the leading money centers for the week follows:

Week End.	(000s omitted)		
Dec. 9	1961	1960	%
New York	\$16,467,632	\$13,339,644	+ 23.5
Chicago	1,352,986	1,222,990	+ 10.6
Philadelphia	1,191,000	1,033,000	+ 15.3
Boston	832,519	767,273	+ 8.5

### Inventory Buildup Sends Steel Orders into Fever Pitch, Says "Iron Age"

Steel ordering has reached the fever pitch with some mills receiving orders at a rate that approaches 100% of operating capacity, *The Iron Age* reports.

As a result, backlogs are building up, lead times lengthening and, for some products, quotas for the first quarter of 1962 are already a fact of life.

The magazine says the run on sales offices is as strong as it was in 1959. Then, like today, consumers were in the midst of a big inventory buildup as a hedge against a possible steel strike.

The current buildup is concentrated at the moment in the consumer industries. This means an emphasis on flat-rolled products, principally cold-rolled sheet, tinplate, enameling sheet, and others.

The buildup was first centered in the auto industry, which several weeks ago indicated it would begin a buildup of steel stocks through June. Appliance makers have followed along and can-makers are also in with surprisingly big orders for tinplate.

The heavy industries, such as machinery and contractors, must order specific products for individual projects. This means they can not build inventories too far in advance of anticipated new business. This has tended to delay ordering of heavy steels.

But it does not mean that these users intend to let their ultimate steel stocks lag, although it has

Continued on page 27

## Communications Co. Stock Offered

C. E. Unterberg, Towbin Co. is offering today (Dec. 14) 125,000 common shares of Tower Communications Co., at \$8.75 per share. The offering marks the first public sale of the company's securities.

Net proceeds from the financing will be used by the company to pay in full certain indebtedness incurred in connection with the recent acquisition of Pioneer Industries, Inc. and Micro-Tower Ltd., now wholly-owned subsidiaries of the company. The balance of the proceeds will be added to working capital.

The company of Sioux City, Iowa, and its subsidiaries are primarily engaged in the designing, manufacturing and erecting of towers and passive reflectors, and designing and constructing

the adjacent buildings housing the electronic equipment, for use in microwave communication systems. The company also manufactures and erects radio, television and other special purpose towers and manufactures some related equipment, as well as special purpose steel tanks.

## Glen Industries Common Offered

G. Everett Parks & Co., Inc., 52 Broadway, New York City, is offering publicly 100,000 common shares of Glen Industries, Inc., at \$3 per share. Proceeds are to be used by the company for general corporate purposes.

The company of 130 County Courthouse Rd., New Hyde Park, N. Y., is engaged in the manufacture and sale of die casting and zipper machinery.

## Businessman's BOOKSHELF

**Arco 1962 Income Tax Guide**—S. Jay Lasser—Arco Publishing Company, Inc., 480 Lexington Avenue, New York 17, N. Y., \$1.

**Commercial & Mutual Savings Banks, Assets, Liabilities, and Capital Accounts**, April 12, and June 30, 1961—Federal Deposit Insurance Corporation, Washington 25, D. C. (paper).

**Dear Man of Affairs**—Juliet Lowell—A collection of unedited, unintentional letters from actual business correspondence—Putnam's-Coward McCann-John Day, 200 Madison Avenue, New York 16, N. Y.

**Dynamic Selling**—S. Robert Tralins—Presentation of a new concept in salesmanship, stripping down to basic essentials many experienced—Proven selling techniques—A new and diverse system gleaned solely from the actual proven sales secrets used by top salesmen in solving their selling problems: how to recognize and develop good prospects; prospect and customer control; dynamic sales approach; turning objections into sales; closing sales; and beating competition—Prentice-Hall, Inc., Englewood Cliffs, N. J. (cloth), \$4.95.

**Effective Speaking for All Occasions**—Frederick Borden—American Research Council, Larchmont, N. Y. (paper), \$1.

**Flowers By Wire: The Story of the Florists' Telegraph Delivery Association**—Marc Williams—Mercury House, 200 Lafayette Building, Detroit, Mich. (cloth), \$5.00.

**Future of Savings Banking in New York State**—A Research study by the Graduate School of Business Administration of New York University—Savings Banks Association of New York State, 110 East 42nd Street, New York 17, N. Y.

**Handbook of New Product Development**—Peter Hilton—A book providing a detailed step-by-step description of every state of organizing and operating a systematic new product development program: how to organize for to get the best new product ideas, sizing up market prospects, pricing and financing, finding the right distribution channels, developing a successful advertising plan, etc.—Prentice-Hall, Inc., Englewood Cliffs, N. J. (cloth).

**How to Double Your Energy and Live Without Fatigue**—Margery Wilson—Methods to increase energy and drain off fatigue and increase effectiveness and efficiency—Prentice-Hall Inc., Englewood Cliffs, N. J. (cloth), \$4.95.

**Important Benefits From Mutual Savings Banks for You and Your Community**—National Association of Mutual Savings Banks, 60 East 42nd Street, New York 17, N. Y. (paper).

**Incentives to Capital Investment: Two Approaches Compared**—George Terborgh—Machinery and Allied Products Institute, 1200 18th Street, N. W., Washington 6, D. C. (paper), \$1.

**Introduction to Business: American Enterprise in Action**—Theodore J. Sielaff and John W. Aberle—All major areas of business activity are considered, development and organization, business controls, finance, operations, distribution, people and government—Wadsworth Publishing Company, Belmont, Calif. (cloth).

**Investment Analysis and Management**—Lester V. Plum, Joseph H. Humphrey, Jr., and John W. Bowyer, Jr.—Richard D. Irwin, Inc., Homewood, Ill. (cloth).

**Investor's Diary & Almanac for 1962**—A diary for keeping investment records and almanac for planning—Investors Intelligence, Larchmont, N. Y., \$10.

**Money and Man**—Elgin Groseclose—Federick Ungar Publishing Co., 131 East 23rd Street, New York 10, N. Y., \$5.

**Nature of Puts & Calls**—Anthony M. Reinach—The Bookmiller, Inc., 232 East 35th Street, New York 16, N. Y. (paper) \$2 per copy.

**Over the Counter Securities Markets: A Review Guide**—Leo M. Loll, Jr. and Julian G. Buckley—Covering every facet of the over-the-counter securities field, including an entire "bank" of questions and answers drawn from past NASD examinations; cross reference system relating questions and text material; and a thorough discussion of investment policies, securities markets and rules and functions of the NASD—Prentice-Hall Inc., Englewood Cliffs, N. J. (cloth), \$7.95.

**Planning and Creating Better Direct Mail**—John D. Yeck and John T. Maguire—McGraw-Hill Book Company, 330 West 42nd St., New York 36, N. Y., \$6.95.

**Shefferman Personnel Motivation Program**—Nathan Shefferman—A New Technique of Handling Personnel—Prentice-Hall, Inc., Englewood Cliffs, N. J., \$12.50.

**You Only Have to Get Rich Once**—Walter Gutman—E. P. Dutton & Co., Inc., 200 Fourth Avenue, New York 10, N. Y., \$4.50.

### DIVIDEND NOTICES

#### CONSOLIDATED NATURAL GAS COMPANY



30 Rockefeller Plaza  
New York 20, N. Y.

DIVIDEND NO. 56

THE BOARD OF DIRECTORS has this day declared a regular quarterly dividend of Fifty-Seven and One-Half Cents (57½¢) per share on the capital stock of the Company, payable February 15, 1962 to stockholders of record at the close of business January 15, 1962.

JOHN MILLER, Secretary  
December 13, 1961

#### National Mercantile Corporation

On November 22, 1961, the Board of Directors of National Mercantile Corporation declared its second consecutive dividend of 10¢ per share on its Common Stock, which was designated a quarterly dividend for the 3 months ended October 31, 1961. The dividend is payable December 15, 1961 to stockholders of record at the close of business on December 1, 1961.

By order of The Board of Directors  
Jesse Selter  
President

### DIVIDEND NOTICES

#### DOMINE MINES LIMITED

December 4, 1961

At a meeting of the Board of Directors of Domine Mines Limited, held this day, a quarterly dividend of Seventeen and One-Half Cents (17½¢) per share (in Canadian Funds) was declared payable on January 31, 1962, to shareholders of record at the close of business on December 29, 1961.

CLIFFORD W. MICHEL,  
Chairman and Treasurer.

#### New England Gas and Electric Association

COMMON DIVIDEND NO. 59

The Trustees have declared a quarterly dividend of thirty-three cents (33¢) per share on the common shares of the Association payable January 15, 1962 to shareholders of record at the close of business December 27, 1961.

B. A. JOHNSON, Treasurer  
December 7, 1961

## CONTINENTAL BAKING COMPANY

Preferred Dividend No. 92

The Board of Directors has declared this day a quarterly dividend of \$1.37½ per share on the outstanding \$5.50 Dividend Preferred Stock, payable January 1, 1962, to stockholders of record at the close of business December 18, 1961.

Common Dividend No. 67

The Board of Directors has declared this day a regular quarterly dividend, for the fourth quarter of the year 1961, of 55¢ per share on the outstanding Common Stock, payable December 27, 1961, to holders of record of such stock at the close of business December 18, 1961.

The stock transfer books will not be closed.

WILLIAM FISHER  
TREASURER

December 8, 1961





## THE MARKET . . . AND YOU

BY WALLACE STREETE

The tug o'war between buyers and sellers and their conflicting year-end cleaning-up operations continued in the stock market this week. It kept the major patterns scrambled more times than not, with the industrial average continuing to toy with its all-time peak. The positive aspect was that trading was heavy.

Evidence of much institutional window-dressing was pronounced as large blocks in strange issues showed. The bundles ranged from two worth more than \$3 million in Allied Chemical, a \$2 million bundle one day followed by another the next day of well over a million dollars in Eastern Gas & Fuel, and so forth.

Among the more determined patterns was consistent demand for some of the quality items, including American Telephone which kept forging to new, all-time peaks; occasional dabbling among the electronics, and some picking and choosing in the oils, although Amerasia, which had come close to doubling in price over its year's low, had some profit-taking troubles at times.

### The New High List

Bolstering the new highs lists were such as Standard Oil (N. J.), General Motors, Houston Lighting and Lehman Corp. along with a flock of stock split candidates even in cases, like Xerox, where the company has repeatedly declared there is no intention of splitting the shares.

Brunswick was one issue that had a good play, but lately has fallen from favor somewhat and consequently is available at well under its 1961 high. The company's profit picture is a good one, but failed to excite the stock buyers as much as the same prospects did early this year when bowling issues were popular. Since then Brunswick has done a good job of diversifying, including acquisition of the company that makes Mercury outboard motors. For the first nine months of this year the company boosted both sales and profits over last year, the profit by some 18%. The company, despite a boost in its dividend, is far from being attractive on a yield basis, its indicated return running only a bit more than 1%. The payout is low against the per share profits being reported, so there is plenty of room for future improvement.

American Home Products had an exuberant following until the shares were split recently and the play in it subsided. The company is a definite growth trend and sales for the nine months were up more than 3% with the profit improvement also showing a 3% increase. The indicated annual dividend, including extras in December and July, was covered by earnings for the first nine months alone.

### The Vulnerable Finance Section

Finance issues were far from robust, apart from an occasional technical rally, but in most cases they were still well above their 1961 lows, except for a couple like Financial Federation and United Financial. These are newcomers to listed trading and consequently didn't have the wide ranges in which to wander as did those that have been trading all year.

The finance section to some market analysts had reached the oversold stage particularly since the savings and loan items are still expected to show the biggest growth in their history this year, and increased interest payments for savings accounts in commercial banks won't begin until the new year. The increases in the

various financial categories of some were big ones.

Great Western Financial's assets last month were up 34% over last year, those of its various savings and loan associations up 22%, loans up 26%, and so forth. In its reaction after the recent popularity, the shares of this company have been available a score of points under the peak of earlier in the year.

### Foods Sag

Food issues also had fallen some from their popularity of recent weeks with some in the section not having participated fully in the investment demand that centered on the division. California Packing at around 20-times earnings is at a ratio well under some others in the group.

As the world's leader in the canned foods field, California Packing among other things markets the nationwide, quality line, Del Monte. Its sales and profits have been increasing steadily, sales alone up 53% the last five years, while profits improved even more, 77% in fact. The same pattern of improved profits outpacing the higher sales is indicated in its latest period reports. These point toward record levels by the time its fiscal year closes at the end of February. In this company the welfare of stockholders has been given due attention, to the tune of raises in the cash dividend in each of the last seven years, with the cash larded by stock dividends five times and the shares split twice.

### High-Yielding Steel

The investment attention being given to the steel companies by commentators was still falling pretty much on deaf ears.

Consequently in this section there are the high-yield items, as Bethlehem Steel which has been recently selling at a price where the yield approached 6%. The lack of glamour in the steel business has also kept the price-earnings ratios definitely low, Bethlehem's running around 13 times earnings, while that of Youngstown Sheet had fallen under 10 times the 1962 expectations. The last time the steels were obviously in favor was two years ago and they are still well below their highs.

Republic Steel for one has been hovering at a level about half a score of points above its low for the two years but more than a score of points under its high. Jones & Laughlin and Bethlehem have been available about in the middle of their price swing for the two-year period. Helping hold the steel companies back is the fact that the labor contracts expire next year. But that assures that there will be some hedge buying early next year, and the operating results at least for that period should make satisfactory comparisons with this year.

### Quality Attraction

American Can was one of the quality items available at an above-average yield, recently running well past 4%. The company has been suffering for the last three years, first when its customers started something of a trend toward making their own cans, and then when it cut prices sharply to stop that trend.

The company's fight against this trend also helped it expand its field and battle the competitive containers more effectively. In addition, American is testing new machinery that can triple production rates, reduce handling costs, and could—if successful—lead to a resumption of American

Can's traditional long-term up-trend in earnings.

While it is thought of primarily as a can maker, and such sales do account for 70% of its operations, American Can is an important producer of paperboard milk containers, tissues, wrappers and paper packaging. It owns Dixie Cup, has a division making plastic products and tubes, and this year forged into the glass container field in a joint venture with a glass company.

While net income of American Can has been static for the last half dozen years, the company showed something of a turn for the better in the current year, with a good increase in its nine-month profit both over last year as well as 1959, and full year projections indicate the best year in the last three with additional improvement in sight for the new year. With more favorable results showing, the stock should be entitled to a better market appraisal than the 17 times earnings ratio at which it has been available recently.

[This column is intended to reflect the "behind the scene" interpretation from the nation's Capital and may or may not coincide with the "Chronicle's" own views.]

## Loeb, Rhoades to Admit Edw. Kelly

On Jan. 1 Edward J. Kelly will become a Partner in C. A. M. Rhoades & Co., 42 Wall Street, New York City, members of the New York Stock Exchange. Mr. Kelly, Manager of the firm's unlisted trading department, is a former President of the National Security Traders Association.



Edward J. Kelly

## Zuckerman, Smith To Admit Partner

On Jan. 1, Zuckerman, Smith & Co., 30 Broad Street, New York City, members of the New York Stock Exchange, will admit George Robinson, Jr. to Partnership.

## Tennessee Gas Transmission Debs. Offered

Stone & Webster Securities Corp., White, Weld & Co. and Halsey, Stuart & Co. Inc., head a group offering publicly \$50,000,000 Tennessee Gas Transmission Co. 5 1/4% debentures due Dec. 1, 1981, at 101.239% to yield 5.15%.

They are redeemable at the company's option at prices ranging from 106.49% to par and for the sinking fund at a price to protect the basic yield to maturity. The debentures are non refundable through Dec. 1, 1966.

Tennessee Gas, whose multiple line transmission system carries natural gas from producing areas in Texas and Louisiana to customers throughout the eastern United States, will use approximately \$25,000,000 of the proceeds to make payments arising out of purchase of leasehold rights to natural gas and oil reserves and \$12,200,000 to expand pipe line facilities. The balance will be used for general corporate purposes.

The main Tennessee Gas pipe line system begins in the natural gas producing areas of Texas and Louisiana, and extends into or across Arkansas, Mississippi, Alabama, Tennessee, Kentucky, West Virginia, Ohio, Pennsylvania, New York, New Jersey, Massachusetts, Connecticut, Rhode Island and New Hampshire. On Sept. 30, 1961, it included 11,241 miles of pipe lines and had design delivery capacity of 2,534,000 MCF of gas per day.

A subsidiary, Midwestern Gas Transmission Co., operates two pipe line systems—a total of 902 miles with total daily delivery capacity of 560,000 MCF, extending into certain of the North Central States. Another subsidiary, East Tennessee Natural Gas Co., operates a 791-mile pipe line system in Tennessee. A third subsidiary, Tenneco Corp., through affiliates produces, refines and markets petroleum and petroleum products in the U. S. and in certain foreign countries, and engages in various other activities.

## Bassior Forms Own Sec. Co.

The opening of Bassior Company, broker-dealer and underwriter, at 101 Cedar Street, has been announced by owner George Bassior. The firm will specialize in Over-the-Counter securities and mutual funds will also be serviced.

Mr. Bassior, syndicate manager of two Wall Street broker-dealers, recently resigned as President of C.F.C. Funding, Inc., in order to devote full time to his own firm. He is a former Deputy Director of the U. S. Treasury Department's payroll savings and bonds division. Following four years of U. S. Air Force service, in the Arctic and Pacific areas during World War II, he was editor and publisher of weekly newspapers in Bronx and Westchester Counties.

A branch office of Bassior Company will be located at 217 West 231st Street in Riverdale.

## Ace Trophies Common Sold

Ezra Kureen Co., 26 Broadway, New York City is offering publicly 200,000 common share of Ace Trophies Corp., at \$1 per share. Net proceeds will be used by the company for the manufacture of a new product, a new catalogue, sales promotion, inventory and working capital.

The company of 1510 Broadway, Brooklyn, N. Y., is engaged in the design and manufacture of sporting awards, such as trophies, plaques and cups. It now manufactures only the bases for such trophies but with the proceeds of this offering intends to produce the figures as well.

## Kenneth G. Clarke Joins J. S. Strauss

SAN FRANCISCO, Calif.—Kenneth G. Clarke has joined J. S. Strauss & Co., 155 Montgomery Street, it is announced.

Mr. Clarke is widely known among securities dealers and financial institutions throughout the country. He comes to J. S. Strauss from Allstate Insurance Company, Skokie, Ill., where he handled the purchase and sale of common stocks. Formerly, he was associated with The Illinois Company of Chicago.

This announcement is not an offer to sell or a solicitation of an offer to buy any of these securities. The offering is made only by the Offering Circular.

### NEW ISSUE

December 8, 1961

50,000 Shares

## MICRON PLASTICS CORP.

Common Stock

(Par value 10¢ per share)

Price: \$4.00 per share

A copy of the Offering Circular may be obtained from the undersigned only in states in which the undersigned is qualified as a dealer in securities and in which the Offering Circular may be legally distributed.

S. SCHRAMM & COMPANY

INCORPORATED



# NEWS ABOUT BANKS AND BANKERS

Consolidations • New Branches • New Offices, etc. • Revised Capitalizations

The Levittown Branch of the First National City Bank, New York, Hempstead Turnpike at Center Lane, opened Dec. 7.

Heading the new branch is Manager John P. Finnerty who has over 30 years experience with First National City. Mr. Finnerty was formerly Manager of the bank's branch at 86th Street and Broadway, Manhattan. Associated with him will be Walter Webb, Assistant Manager and Anthony Prezzano, official Assistant. Ray Wresinski will manage the personal finance department of the branch.

Samuel H. Woolley was elected President of The Bank of New York, Dec. 12, it was announced by Albert C. Simmonds, Jr., Chairman and Chief Executive Officer.

Mr. Woolley is the 20th President of New York's oldest bank, founded in 1784 by Alexander Hamilton. An Executive Vice-President since June, 1961 and a Vice-President since 1955, he was elected by the Board of Trustees following the resignation of Donald M. Elliman, who was named President in 1957. Mr. Woolley joined the bank in 1933. He served in the Investment Division since 1934 and became its chief in 1960.

At the same time, Mr. Simmonds announced that Charles M. Bliss, Executive Vice-President and Trustee who heads the bank's Trust Division, will also assume direction of the Investment Division.

Mr. Bliss joined The Bank of New York in 1931 in the Investment Counsel Department and was appointed Vice-President in 1942. Since 1949 he has been head of the Trust Division and was made Executive Vice-President in 1957 and Trustee in 1960.

James M. Trenary, a Trustee and former Executive Vice-President of the United States Trust Company of New York, well known yachtsman, died Dec. 11. He was 58 years old.

Mr. Trenary had been with the United States Trust Company for 38 years on his retirement Oct. 2. For the last five years he had been Executive Vice-President in

charge of the bank's trust and estate administration.

The United States Trust Company of New York, has promoted Joseph C. Cherry and William L. F. Gildersleeve to Vice-Presidents, J. Edward Isler and John D. Lynch to Assistant Vice-Presidents, and appointed William Wilkens, Assistant Secretary.

Mr. G. C. Textor, President of The Marine Midland Trust Company, of New York, announced that Mr. Donald M. Elliman was elected Administrative Vice-President in charge of Business Development.

Mr. Elliman brings with him many years of practical banking experience, most recently with the Bank of New York.

Edward S. McGlone has been elected a Director of the Grace National Bank of New York.

Mr. McGlone replaces Robert E. Dwyer who has notified the bank of his desire to retire as a Director.

Mr. McGlone is a Trustee of the Dry Dock Savings Bank, N. Y. and a member of the Advisory Committee of the Bankers Trust Co., New York.

Union Square Savings Bank, New York, has made Frank de Noyelles, Vice-President and real estate officer, a trustee.

Trustees of the Bronx Savings Bank, New York, have elected John M. Nosworthy as President effective Jan. 1. Mr. Nosworthy, who is Executive Vice-President, succeeds his father, T. Arthur Nosworthy, who is retiring as President on Dec. 31, but will continue to serve as a trustee.

The Williamsburgh Savings Bank, Brooklyn, N. Y. has elected Otto W. Manz, Jr., a trustee.

Central Industrial Bank, Brooklyn, N. Y., has received from the New York State Banking Department approval to increase its capital stock from \$225,000 consisting of 4,500 shares of the par value of \$50 each, to \$420,000 consisting of 84,000 shares of the par value of \$5 each.

J. Milton Scattergood has been

elected a Vice-President in the business and loan department of the Franklin National Bank of Long Island, Mineola, N. Y.

Merger of the Bellport National Bank, Bellport, L. I., into the Valley National Bank, Valley Stream, L. I., has been approved by Directors of both banks. The merger would raise resources of Valley National to about \$85,000,000.

The merger must be approved by stockholders and the Comptroller of the Currency.

Samuel Spitzbart has been elected Vice-President of Security National Bank of Long Island, it was announced by Herman H. Maass, President. Mr. Spitzbart, a Director of the Bank since 1952, will continue to serve on the Board.

The Connecticut Bank & Trust Co., Hartford, Conn., has elected Pomeroy Day, President, succeeding Raymond C. Ball, who has been elected to the new post of Vice-Chairman. Harold E. Read was also named First Vice-President and James F. English, Jr., Senior Vice-President.

Directors of The First National Bank of Jersey City, N. J., and of The Bergen Trust Company of New Jersey have agreed to a merger of the two Banks, it was announced Dec. 12.

One share of First National capital stock would be exchanged for two shares of Bergen Trust.

The proposed merger would combine banks whose assets at June 30, 1961, totaled approximately \$245,000,000.

The merger will be subject to approval of the Comptroller of the Currency and stockholders of both Banks.

George F. Robertson a Vice-President of the New Jersey Bank and Trust Company of Passaic, N. J., died Dec. 9. He was 57 years old.

Mr. Robertson had been with the bank for five years. Previously he had been with the First National City Bank of New York, for 30 years.

The election of William H. McElwain to the Board of Directors of the First National Iron Bank, Morristown, N. J. was announced Dec. 12 by Alfred J. Mackin, President of the Bank.

The common capital stock of The Monmouth County National Bank, Red Bank, N. J., was increased from \$1,326,000 to \$1,600,000 by sale of new stock, effective Nov. 29. (Number of shares outstand-

ing 1,600,000 shares, par value \$1.)

The Burlington County National Bank of Medford, Medford, N. J., has increased its common capital stock from \$300,000 to \$400,000 by sale of new stock effective Nov. 28. (Number of shares outstanding 16,000 shares, par value \$25.)

The National State Bank of Newark, N. J., announced Dec. 8, a recapitalization plan beginning with a proposed stock split on the basis of two-for-one. The number of shares outstanding would total 1,280,000 as compared to 640,000 and par value would be reduced from \$12.50 to \$6.25 per share.

Following the split, a stock dividend of 80,000 shares would be paid on the basis of one share for each 16 shares held.

In addition, the bank plans to offer 80,000 additional shares, par value \$6.25, for subscription by the shareholders, at a price to be determined later, on the basis of one for each 17 shares of capital stock held after giving effect to the split and stock dividend.

This recapitalization program would increase the outstanding shares to 1,440,000, par value \$6.25 from 640,000 shares, par value \$12.50, and capital stock from \$8,000,000 to \$9,000,000. Total capital funds of the bank, which include capital, surplus and undivided profits would, upon completion of the program, be in excess of \$40,000,000.

The complete program is subject to the approval of the Comptroller of the Currency and the bank's shareholders who will vote at the annual meeting on Jan. 9.

The Board of Directors of Maryland National Bank, Baltimore, Md., on Dec. 8 authorized a program to increase the capital stock of the bank through the offer of 88,554 shares of additional stock to the stockholders, on the basis of one additional share for each ten shares owned.

The proposal involves increasing the capital stock of the bank, of the par value of \$10 a share, from 885,542 to 974,096 shares, and the issuance of rights to purchase the new shares to shareholders of record as of Jan. 16. The price per share for the new stock will be fixed by the Board of Directors the day before the annual meeting of shareholders to be held Tuesday, Jan. 16.

From the proceeds of the sale, \$885,540 will be credited to capital, and an amount added to surplus sufficient to create a total capital and surplus of at least \$40,000,000. The balance of the net proceeds will be added to undivided profits. The bank's total assets are now in excess of \$540,000,000.

Upon approval of the proposal at the annual meeting of stockholders, rights will be issued to purchase one new share of stock for each ten shares held as of Jan. 16. The right to subscribe to the new shares will extend from Jan. 16 through Feb. 5. It is planned that the offering to stockholders will be underwritten by a group of investment banking firms headed by Alex. Brown & Sons and Robert Garrett & Sons of Baltimore.

Mr. Miles also announced that Dr. James S. Billingslea, and Lansdale G. Sasscer former Directors of the County Trust Co. of Maryland, were elected to the bank's Board as advisory Directors.

The Directors of The First National Bank of Chicago, Ill., on Dec. 8 transferred \$5,000,000 from undivided profits account to surplus account. As a result of this action, The First National Bank will have a surplus account of \$155,000,000 and capital stock of

\$150,000,000, a total of \$305,000,000.

Paul E. Farrier and Robert S. Swaim, Vice-Presidents of the Trust Department, have been designated Executive Officers of the Trust Department.

James G. Badger, Jr., Robert P. Keeth, Robert K. Wilmouth, Charles E. Brandriff, Waid R. Vanderpool and H. Richard Wilking were promoted from Assistant Vice-Presidents to Vice-Presidents. Herbert B. Ray and Robert E. White were also promoted from Assistant Cashiers to Assistant Vice-Presidents.

Harold B. Bray, Senior Vice-President of Harris Trust and Savings Bank, Chicago, Ill., will retire on Dec. 31. W. A. Milsted, Secretary, Laurence R. Cooper, Assistant Vice-President, both in the trust department, and John W. Test, Assistant Cashier in the consumer credit department also are retiring.

Mr. Bray came to the Harris Bank in 1933 as Assistant Cashier, and was elected Assistant Vice-President in 1940, Vice-President in 1944 and Senior Vice-President in 1960.

By a stock dividend the common capital stock of the Melrose Park National Bank, Melrose Park, Ill., was increased from \$400,000 to \$500,000 effective Nov. 28. (Number of shares outstanding 25,000 shares, par value \$20.)

The First National Bank of Grand Rapids, Grand Rapids, Minn., increased its common capital stock from \$200,000 to \$300,000 by a stock dividend, effective Nov. 29. (Number of shares outstanding 3,000 shares, par value \$100.)

The Office of the Comptroller of the Currency issued a charter on Nov. 30 to the National Bank of Wausau, Wausau, Marathon County, Wis. The President is F. A. McElroy and the Cashier is H. G. Gisselman. The bank has a capital of \$200,000 and a surplus of \$200,000.

The Oak Creek Marine National Bank, Oak Creek, Milwaukee County, Wis., was issued a charter by the Office of Comptroller of the Currency on Nov. 24. The President is Walter J. Keller and the Cashier, Richard M. Scholl. The bank has a capital of \$200,000 and a surplus of \$200,000.

A. Dwight Button was elected President of the Fourth National Bank & Trust Co., Wichita, Kans. to succeed A. W. Kincaide who has been named Chairman.

Richard W. Cotter, Hiram V. Jeffries, Arthur W. Kincaide, Jr., Dillard E. Kent, William B. Lienhard and Leroy McAdam were named Vice-Presidents.

The Planters National Bank of Mena, Mena, Ark., has changed its title to Planters First National Bank of Mena, effective Dec. 1.

The Bay National Bank of Panama City, Panama City, Fla., has changed its name to The Bay National Bank and Trust Co., Panama City, effective Nov. 28.

The common capital stock of The Bay National Bank of Panama City, Panama City, Fla., was increased from \$150,000 to \$600,000 by a stock dividend, effective Nov. 28. (Number of shares outstanding 60,000 shares, par value \$10.)

Shareholders of First National Bank in Dallas, Texas, voted their approval Dec. 5 of a new stock issue of 200,000 shares and a stock dividend of 400,000 shares. Warrants for the purchase of the new issue were immediately mailed to shareholders.

Robert H. Stewart III, President, noted that when the new issue is sold and the dividend distributed, First National will

All of these shares having been sold, this advertisement appears only as a matter of record.

NEW ISSUE

December 13, 1961

80,000 Shares

**PREVOR-MAYRSOHN  
INTERNATIONAL, INC.**

Common Stock

(Par value \$.10 per share)

Offering Price: \$3.75 Per Share

**J. J. Krieger & Co., Inc.**

120 Liberty Street

New York 6, N. Y.



have increased its capital and surplus funds to \$75,000,000. Total capital funds, including undivided profits and reserve for contingencies, will amount to nearly \$93,000,000.

The new issue of 200,000 shares is being offered to stockholders at a price of \$56 per share and at the rate of one share for each 13 presently held. Underwriters for the issue are headed by Equitable Securities Corp. and Merrill Lynch, Pierce, Fenner & Smith Inc., and the subscription period will continue until Dec. 19.

The stock dividend, payable to stockholders of record Jan. 15, will be at the rate of one share for each seven shares held at that time.

At the completion of the subscription and dividend period, First in Dallas will have 3,200,000 shares of \$10 par value stock outstanding.

By a stock dividend the **Crocker-Anglo National Bank, San Francisco, Calif.**, increased its common capital stock from \$56,566,250 to \$65,993,950, effective Nov. 28. (Number of shares outstanding 6,599,395 shares, par value \$10.)

The **Walla Walla National Bank, Walla Walla, Wash.**, with common capital stock of \$200,000 has gone into voluntary liquidation by a resolution of its shareholders dated Oct. 26, effective on Nov. 24. Absorbed by **The Old National Bank of Spokane, Spokane, Wash.**

The **Royal Bank of Canada, Montreal, Canada**, announced Dec. 12 the appointment of J. A. Milburn as Associate Manager, Commercial-Industrial Development of the Bank's New York Agency.

Mr. Milburn has occupied a number of senior positions with the Bank in both eastern and western Canada and comes to his new post from the Head Office in Montreal, where he has been a Commercial-Industrial Development Officer since 1957.

Sir Oliver Franks resigned as Chairman of **Lloyd's Bank, Ltd.**, London, England, effective Dec. 9. He will be succeeded by H. Peake, Deputy Chairman.

## Electronics Discovery Corp. Common Offered

Public offering of 150,000 common shares of **Electronics Discovery Corp.**, at \$1 per share is being made by **Globus, Inc.**, New York City. Net proceeds will be used by the company for the purchase and installation of equipment, organizational expenses, salaries, leasehold rental, and working capital.

The company of 1100 Shames Drive, Westbury, L. I., N. Y., plans to develop for commercial use certain formulae and processes which provide electric current conducting propensities to various materials through the medium of a chemical composition or coating applied to such materials. It also intends to continue research and development relating to a device to separate metals from pulverized materials.

## Rotan, Mosle Co. To Admit Two

**HOUSTON, Texas**—**Rotan, Mosle & Co.**, Bank of the Southwest Building, members of the New York Stock Exchange, on Jan. 1 will admit **James P. Jackson** and **James W. McBride** to partnership.

## Phila. Inv. Ass'n Elects Officers

**PHILADELPHIA, Pa.**—**John J. F. Sherrerd** of **Drexel & Co.** was elected President of The Investment Association of Philadelphia at the annual meeting and election of the Association. Mr. Sherrerd succeeds **Herbert S. Bengtson** of **Schmidt, Roberts & Parke**, whose term expired.

Other officers elected at the meeting were: **Harry J. Kirby, Jr.** of **Blyth & Co., Inc.**, Vice-President; **William Rebmann** of **Laird, Bissell & Meeds**, Secretary; and **Joseph Pyle** of **Kidder, Peabody & Co.**, Treasurer.

The following were elected to the Executive Board: **Mr. Bengtson**, **Rudolph C. Sander** of **Butcher & Sherrerd** and **Henry E. Crouter** of **DeHaven & Townsend**, **Crouter & Bodine**.



John J. F. Sherrerd

## Garvin, Bantel Adds Mun. Dept.

**Garvin, Bantel & Co.**, securities and money brokers will open a municipal bond brokerage department Dec. 15, it was announced by **George K. Garvin**, Senior Partner. They will deal exclusively with banks and dealers.

Heading the new department are **John F. Houlahan** and **Frank S. Venezia** with 32-years of combined experience in the municipal bond market.

"Our business is providing a complete service for every segment of the bond and money markets," said Mr. Garvin. "It was only natural for us to include municipal bonds as an added service."

"On an average day we arrange for the transfer of hundreds of millions of dollars of Federal funds among banks all over the country, arrange collateral loans, and serve as a brokers' broker on the New York Stock Exchange and the American Stock Exchange."

"Because of our up-to-the-minute knowledge of the money market," noted Mr. Garvin, "we are in an excellent position to provide the financial community with information, services, and counsel relating to their bond transactions; whether it be high grades, convertibles, and now municipals."

## R. W. Bias With Irving Lundborg

(Special to THE FINANCIAL CHRONICLE)

**SAN FRANCISCO, Calif.**—**R. William Bias** and **Robert L. Morris** have become associated with **Irving Lundborg & Co.**, 310 Sansome Street, members of the New York and Pacific Coast Stock Exchanges. Mr. Bias was formerly a partner in **Shuman, Agnew & Co.**, with which firm Mr. Morris was also associated.

## I. Lundborg Co. To Admit Two

**SAN FRANCISCO, Calif.**—On Jan. 1, **Irving Lundborg & Co.**, 310 Sansome Street, members of the New York and Pacific Coast Stock Exchanges, will admit **R. William Bias, Jr.** and **Peter D. Costigan** to Partnership.

# Our Reporter on GOVERNMENTS

BY JOHN T. CHIPPENDALE, JR.

The government market has been shaken a bit by the unexpected increase in the rates which the commercial banks were allowed to pay its customers on savings and time deposits by the Federal Reserve Board. This move, however, is not expected to have much of an effect on short-term rates since they are influenced by different kinds of forces. As to what influence the higher savings bank rates of the commercial banks will have on the longer higher yielding government bonds is an open but debatable point since there are those who believe that it will bring some buying into these issues. As against this, there are some who have the opinion that there will be selling of government bonds in order to put the money into savings and time deposits of the banks. They also believe that the rate on government savings bonds will go to 4%.

### Harbinger of Higher Interest Rates

The higher rates which the commercial banks can pay probably is among the first signs that interest rates are going higher. It is evident that these rates which the deposit banks will be allowed to pay for the savers' dollar is going to increase the competition all along the line. This leads quite a few money market experts to conclude that in the not too distant future there will also be an increase in loaning rates, with the prime bank rate quite likely to be the important force in this upward movement of interest rates.

The fact that the rates which the commercial banks can pay depositors for savings was raised at this time was probably motivated mainly by the international aspect of the situation. And an attractive return on deposits left for a one year period of 4% is quite likely to not only help in keeping money here, but also it could be instrumental in bringing funds here from other countries because of the income or return which would be received. There are still a few countries which have low interest rates, some of

them lower than they are here, and it would not be surprising if funds were to come from those nations to this country because of the higher rates which will be available on savings accounts and time deposits. This move on the part of the monetary authorities to aid in the battle of the dollar and in the gold problem seems to indicate that we are going to go right to work on these two situations in no uncertain way.

The unfavorable balance of payments is not, however, going to be solved with purely monetary measures. This means that the more basic causes of the unfavorable balance of payments will have to be eliminated if we are to get rid of this pressing problem.

### Municipals to Benefit

This upping of rates which the commercial banks can pay on savings deposits has already brought some of these institutions into the longer municipal market. It is evident that the higher cost of doing business will have to be taken care of and the better return that is available in the more distant tax free obligations appears to be one of the ways in which it is going to be done.

Likewise, it is believed in some circles that there will not be a rush on the part of those commercial banks which are already rather heavy in savings deposits to make changes in their rates since it would increase the cost of doing business. However, competition in some instances will force these rates up. These banks are mainly the smaller interest institutions and the international aspect of this recent increase in savings bank rates by the commercial banks does not have very much effect on them.

### Banks Must Get Added Income

There appears to be no question but that the higher commercial savings bank rates will raise the cost of doing business and it seems as though the way in which this will be combatted will be through the increasing of income instead of cutting costs

which probably cannot be reduced a great deal more. Some of this additional income may be obtained from mortgages as well as the tax-exempt issues. It could be that there may even be commitments in the longer-term government bonds by some of these banks as a means of helping their income. It will take a bit of time to see how this additional income idea is worked out by the banks. Up to now the principal source to feel it has been the longer tax-free issues.

## Burns & Maynard Named by Board

**John L. Burns** and **Walter Maynard** of New York, have been elected to the Board of Overseers of the **Albert Einstein College of Medicine**, it was announced by **Jack D. Weiler**, Chairman.

Mr. Burns, is a Board Member of the **Boys Club of America** and the **American Heritage Foundation**, and a member of the **Northeastern University Corporation**. He formerly was President of the **Greenwich Community Chest**, on the **Advisory Board of the University of Chicago**, and a Board Member of **Crusade for Freedom**. He was until recently President of the **Radio Corporation of America**.

Mr. Maynard, Senior Partner of **Shearson, Hammill & Co.** of New York is a Governor of the **New York Stock Exchange** and Director of **Spartans Industries** and **Campbell Chibougamau Mines**.

He is Chairman of the Board of Trustees of the **Austen Riggs Center, Stockbridge, Mass.**, a Trustee of the **Groton School, Groton, Mass.**, and of the **Cooperative Social Settlement Society of New York**.

The Board of Overseers is a lay organization of community, philanthropic and business leaders who have the responsibility of furthering the growth and development of the College of Medicine.

### Elected Directors

**Magnetic Metals Co.**, has elected **W. W. Keen Butcher** and **William R. Spofford** directors of the company. Mr. Butcher is a partner of **Butcher & Sherrerd, Philadelphia**.

Mr. Spofford's a partner in the Philadelphia law firm of **Ballard, Spahr, Andrews & Ingersoll**.

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

NEW ISSUE

December 14, 1961

100,000 Shares

## The Meehan-Tooker Company, Inc.

Common Stock  
(Par Value 10c per Share)

Offering Price: \$5.00 per Share

Copies of the Prospectus may be obtained from the undersigned and from such other dealers as may legally offer these securities in this State.

Harry Odzer Company

Robert A. Martin Associates, Inc.

Moran & Co.

Lenchner, Covato & Co., Inc. M. G. Davis & Co., Inc. Fred F. Sessler & Co., Inc.

Foundation Securities, Inc.



## PUBLIC UTILITY SECURITIES BY OWEN ELY

### Hawaiian Telephone Company

Hawaiian Telephone furnishes telephone service to an estimated population of 605,000 in the Hawaiian Islands, with 83% on Oahu (Honolulu). Service with the mainland is furnished by a trans-Pacific submarine cable, placed in service in 1957 and now being raised from 48 to some 80 channels; 35% is owned by Hawaiian Telephone and 65% by American Tel. & Tel. The company will also participate in a second proposed mainland cable, as well as one to Japan via Okinawa, the Philippines. The cost of the existing and proposed cables will total about \$27 million. Net plant is carried at about \$80 million and capital expenditures for 1961-5 are estimated at \$90 million.

Hawaiian Telephone has apparently acquired a market following as a "growth stock" since at the recent price around 23-24 it has about doubled in price in 1961 and is currently selling at nearly 28 times anticipated 1961 earnings of 85 cents on average shares. (The company sold stock on a one-for-seven rights basis in October, so that if earnings were based on actual shares the multiple would be still higher).

Up to 1960-61 the company did not reflect any rapid growth in share earnings. Although revenues almost tripled during 1949-1959 share earnings increased only from 49 cents in 1949 to 56 cents in 1959 (both figures adjusted for the later split), while the price of the stock about doubled during this period. In 1960, however, earnings increased to 74 cents, a gain of 32%, and in 1961 to an estimated 85 cents, a gain of 15%.

The increase in 1960 earnings was due in part to a rate increase effective April 1 approximating \$1,045,000 per annum (the latter figure being equivalent after Federal income taxes to about 12 cents a share).

Full details are not available, but it looks as though an increase in the credit for interest on construction is a factor in the current increase in earnings. (For the 12 months ended May 31, 1961, the item was \$168,000 compared with \$69,000 in the calendar year 1960).

In a recent talk before the Investment Society of Hawaii, Vice-President John J. Jaquette listed the four ways in which a utility

can increase its share earnings as follows:

- (a) Increase earnings on invested capital.
- (b) Increase financial leverage through expansion of the debt component.
- (c) Increase the common equity or book value per share by retention and reinvestment of a substantial portion of earnings.
- (d) Sale of additional shares of common stock at substantial premium, again increasing the book value.

The Public Utilities Commission of Hawaii, in granting the rate increase last year, allowed the company a return on domestic business of 6.7% and the company is currently earning somewhat more than this because of a rapid increase in the volume of "higher margin" services. He did not foresee any "spectacular increase" in the rate of return above the present level. He also did not see any likelihood of increasing share earnings by leverage through debt expansion. However, he did think that there were good possibilities of making gains through methods "c" and "d".

With a 70% payout and a 30% reinvestment at 10% (rate of return on common stock) earnings could be improved by this method by 3% per annum. Gains through method "d" were illustrated by the October offering of common stock at \$17.50 which increased capital surplus by over \$1.50 per share. If the company's capital requirements continue to grow at 10% per year per annum (the rate of growth has exceeded this over a long period of time) and if it sells stock at twice book value on a 1-for-10-basis every other year, this would mathematically produce about a 4½% increase per annum in book value per share. Through the operation of these two methods book value increased only from \$5.55 in 1961 to \$5.91 in 1955, but since 1955 has jumped to \$8.92.

Mr. Jaquette concluded: "Thus from reinvested earnings we can get a 2½% to 3% annual increase and from growth through new common stock offerings we can produce from 3% to 4½% additional, and I would conclude from this that the long run basic upward trend in earnings per share could be in the range of 5% to 7%. This is possible with a con-

stant rate of earnings in terms of percentage of common equity. I say 'could' because these earnings won't happen automatically. The telephone business is a tough one to be in and let me assure you that no one guarantees Hawaiian Telephone Company any particular rate of return. We are given a hunting license but must bag our own game."

A factor in the current improved earnings outlook, he pointed out, is the rapid improvement in engineering developments with respect to transoceanic communications. Due to increase efficiency and the improving load factor costs decrease with increasing volume, unlike that of local service. The first trans-Pacific cable was a drag on 1957-58 earnings because there was unused capacity, but now (much sooner than anticipated) capacity has increased and the additional investment is smaller than the original one in relation to number of circuits. Some concession in trans-Pacific rates may have to be made but this should be offset by increasing volume of business. Moreover, while the proposed Japanese cable system will not be in service before the end of 1964, interest during construction will be credited to earnings during the interim.

Mr. Jaquette was also optimistic regarding the use of satellites, which he thought might substantially increase the number of communications channels during 1965-70. "If private enterprise is permitted to do the job," he stated, "it will probably have as its initial effect the reduction of our rate of return but in the long run we are confident that the entire overseas portion of our business will—with work—yield a profit commensurate with the risk."

Hawaiian Telephone is listed on the Honolulu Stock Exchange and is also traded Over-the-Counter in New York. It pays a dividend of 54 cents making the yield about 3.3%.

### Seligman Quarter Century Club

Even in the investment business, which puts a premium on experience, the total years of service represented by the 54 members of the Quarter Century Club of J. & W. Seligman & Co., 65 Broadway, New York City, one of the oldest member firms of the New York Stock Exchange, and associated companies is impressive. In fact, if their combined time with the organization spanned the career of one man, he would have started work in the days of ancient Rome.

J. & W. Seligman & Co., founded in 1864, is the sponsor of Tri-Continental Corporation, and the Broad Street Group of Mutual Funds. The Quarter Century Club is made up of about 25% of the men and women who work with these companies. Each of them has had more than 25 years of service.

Within the Seligman firm itself, the Club includes 32% of all employees and all seven partners, whose combined years of service total 227 years and average 32 years. The oldest Quarter Century Club member started in 1899 and the experience of all members adds up to 1,748 years.

Looking back in history that many years tends to prove at least in one respect that the more things change, the more they remain the same. In 213 A. D.—1,748 years ago—the Roman Emperor had just bestowed Roman citizenship on all free men in the Empire. It would be nice to think that he did it in the spirit of democracy, but governments had their troubles in those days, too. The emperor's object was to increase the yield from the inheritance tax, which only Roman citizens paid.

## SECURITY SALESMAN'S CORNER BY JOHN DUTTON

### The Positive Approach

The profession of security salesmanship involves two major areas of skill and competence. First a salesman must offer his clients satisfactory service in the handling of their account. This includes the furnishing of information, quotations, and following up on procedures which entail such items as are connected with the receipt and delivery of securities, and the remittance of credit balances etc. This phase of the work can be accomplished by most salesmen without too much difficulty, inasmuch as the rules are spelled out and can readily be made a part of his regular routine. A willingness to follow through and to do the things that are necessary each day will make it possible for any salesman to establish a reputation with his customers for good service.

But as important as the servicing of accounts may be in building a clientele of satisfied investors, it is even more of a challenge in these days of wildly fluctuating markets, to maintain the proper perspective regarding the problems which arise when a security salesman is called upon to anticipate the future in a wide variety of securities. It is here where most securities men can either build or lose their client's confidence, and since so many investors of necessity must rely upon someone to assist them in making decisions, the pressure to be right all the time should be recognized and dealt with in a positive manner by any salesman, or advisor, who must assume this responsibility.

### Perspective

Regardless of the over-all record during the past five years there are few investors, investment counsels, or securities men, who have not been subjected to the vicissitudes of hind-sight. This may surprise many people who have not been close to the situation, and who have the mistaken idea that everything has gone up and up, and that it has almost been impossible to do anything but make money buying securities. Of course there is ample evidence to prove that there has been an overall advance in the general price level of common stocks that is unparalleled in history—this is a matter of record. But as was pointed out by David L. Babson & Company in their weekly staff letter of Dec. 4, the influence of new theories and fads on stock prices has constantly been on the increase. These rapidly changing waves of investor sentiment have often distorted many of the accepted yardsticks which have prevailed, as a new set of "ideas" or "trends" into, or out of a given industry, or specific companies in an industry, become prevalent.

Incidentally, this particular letter is a very well researched and documented exposition of the proposition that "fads and theories often defeat themselves by becoming too broadly popular," and it makes a good case for taking a hard look at some of the less sought after stocks outside of the now popular consumer and service areas at this time.

With the best intentions in the world it is impossible for any securities salesman to be right all the time. Our most competent investment research departments in the great banking institutions, the most reputable investment counselling firms, and the research and advisory departments of our leading brokerage firms,

as well as the mutual funds (who admit the problem and frankly state they try to limit mistakes)—all these professionals have also bought too late, sold too soon, or even made some selections that were not as profitable as they should have been.

Several years ago I had a client who told me frankly that he was turning his account over to an investment counsel. He said he was tired of trying to do the job himself. He went to New York, he called upon banks, spoke with brokers and he finally made a decision and hired a very well known organization to manage his securities. Two weeks ago he telephoned me and asked me if I could suggest some tax exemptions that would be suitable for his account. I was very pleased to hear from him again and naturally I asked him, "How about your investment advisors, are you still with them?" "No," he replied, "I've decided to change, and I am going to New York to see about another firm?" I asked him what happened, and he told me that they sold a certain stock at 30 and that it is now selling at 65, they missed the move in the "cosmetic" stocks, and they didn't sell his "aluminum" at their top. Realizing that this man did not look at the overall results that were achieved in his LIST AS A WHOLE I passed the matter off and went about my business of finding him some bonds for investment.

But the lesson that was brought home to me was very clear—here was an individual who hired the services of an outstanding investment counsel firm, and yet he was critical of their work to the point where he is now looking elsewhere for investment advice. No one can be right all the time—on one can please everyone—there is no such thing as perfection in handling an investment account—all any of us can do is the very best we can day in and day out. This is the only positive approach to the investment business in these changing times when those of us who sell securities, and who are conscientious, are asked, "What do you suggest?"

### General Forms Stock Offered

Equity Securities Co., New York City and Guardian Securities Corp., Miami, Fla., are offering publicly 100,000 common shares of General Forms, Inc., at \$3 per share. Net proceeds will be used by the company for repayment of debt, purchase of equipment, sales promotion, expansion, officers' salaries and working capital.

The company of 7325 Northwest 43rd St., Miami, Fla., is engaged in manufacturing, selling, renting and erecting metal forms for concrete construction. Net sales for the fiscal year ended May 31, 1961 were \$251,365 against \$165,374 in 1960. Net profit after Federal income taxes for fiscal 1961 was \$26,925 up from \$13,987 in the previous year.

### Merrill Lynch Adds

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif. — Gordon M. Bothamley has been added to the staff of Merrill Lynch, Pierce, Fenner & Smith Incorporated, 523 West Sixth Street. He was previously with Stern, Frank, Meyer & Fox.

This announcement is under no circumstances to be considered as an offer to sell or a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus which is available only in such States where these securities may be lawfully sold.

NEW ISSUE

December 5, 1961

### 150,000 SHARES ELECTRONICS DISCOVERY CORPORATION

COMMON STOCK  
(Par Value \$.01 Per Share)

PRICE \$1.00 PER SHARE

GLOBUS, INC.



# Japan's Steel Industry —Problems and Prospects

By Shige Kawata, President, Japan Steel and Tube Corp.  
(Nippon Kokan K.K.), Tokyo, Japan

Dean of the Japanese steel men traces the phenomenal growth of his country's steel industry; measures future prospects, and draws attention to the entirely different character of the industry since its rebirth 16 years ago. The writer denies that the industry's current third long-term expansion program is "shooting too high" for a 1970 goal of 48 million tons even though it faces three problems—i.e., need for capital, raw material, and exports. No longer can Japan rely on light industrial goods, the industrialist warns, since its heavy dependence on imports necessitates heavy industry exports of manufactured goods at competitive prices.

Like a phoenix from the ashes of World War II, in 16 years Japan's steel industry has regained its position as one of the world's top steelmakers.

In 1960 Japan produced more than 22 million tons of crude steel; this year production will reach about 28.5 million tons, a 30% increase. Having pushed ahead of Great Britain and France, Japan now ranks 4th among the top steel producing nations, exceeded only by the U. S., Russia and West Germany.

Japan's steel industry is still expanding at an unparalleled rate. However, in addition to discussing the physical expansion, I should like to draw attention to the entirely different character of the Japanese steel industry today.

The war effort was formerly responsible for Japan's importance as a steelmaking nation. But today steel has become the backbone of a peaceful Japanese economy, serving to improve the lives of nearly 100 million citizens. There are more TV sets, refrigerators, washing machines and other home appliances in Japan than in many western countries. More and more, modern machinery can be seen on Japanese farms. Truck manufacturers, once dependent on military contracts, are now producing passenger cars that are fast gaining world-wide attention for their style and performance.

## Unparalleled Investment-Output Growth

We Japanese steelmen resumed our manufacturing activities in 1946, when only three out of Ja-

pan's then existing 37 blast furnaces were usable. Only 200,000 tons of pig iron and 550,000 tons of crude steel were produced that year, but by 1950 we had regained our 1935 production level — 4.7 million tons of crude steel.

During this period we learned that insufficient technical knowledge and over-age equipment put us at a competitive disadvantage on the world market. To remedy this situation, in 1951, we embarked on two five-year modernization and expansion programs. Under the first program (1951-1955) we invested nearly \$360,000,000 in capital improvements and expansion. While placing emphasis on modernizing rolling equipment, we also expanded furnace capacity and improved heat control facilities and raw material preparation.

Investments for the second program (1956-1960) increased five-fold to \$1,792,000,000. While continuing the modernization of the rolling mills, a major portion of this investment went for the construction of four integrated plants with 11 large blast furnaces and 13 LD converters. Among the new blast furnaces, four have a daily output of 1,500 tons.

Under these two programs, 39% of the blast furnaces and 27% of the open-hearth furnaces were entirely modernized and new LD converters with an annual five million ton capacity were installed. Seven hot strip mills were built, a number second only to the U. S.

Unit production of our blast furnaces is now comparable to the U. S. and Russia. Our coke ratio is below 600 kgs., the lowest in the world. Productivity in terms of per worker production of crude steel has increased 136% since 1950, while wages have risen 92%. We have succeeded in reducing steel prices to the international level, despite the additional raw materials costs of long-distance transport.

## Increased Number of Integrated Companies

Before 1945, Japan had two integrated steelmakers, Nippon Kokan, the only private enterprise and Nippon Seitetsu, a state-controlled company, which was divided and reorganized after the war into Yawata Iron & Steel and Fuji Iron and Steel. Today, after completion of the two expansion programs, nine steelmakers have 14 pig iron-to-steel flow processing plants in all, although the "Big Three" (Nippon Kokan, Yawata and Fuji) account for half of the nation's steel production.

Now the Japanese steel industry is working on a third long-term expansion program. In the confident expectation that the government will succeed in doubling the Gross National Product in the next 10 years, we have forecast a demand for crude steel of 48 million tons by 1970.

Some of our foreign friends warn us that we are "shooting too high." We beg to disagree. Although Japan now ranks as the fourth largest in the world, domestic per capita consumption of steel is only half that of western Europe (about 960 pounds). When our projected 1970 goal of 48 million tons is reached, Japan's per capita consumption will only be 966 pounds, the western European level of today.

Even though our goals for the third expansion program will not be easy to attain, six steel companies have already mapped out plans to build more integrated plants including four 2,000-ton blast furnaces capable of producing three million tons of pig iron and four million tons of crude steel annually. For example, Nippon Kokan will begin construction this year of its new Fukuyama Works which will, when completed, produce six million tons of steel.

## Three Major Problems

Japan's steel industry is confronted with three major problems in connection with the third expansion program. Firstly, these plans call for a huge amount of new capital investment — about \$840,000,000 annually for plants and facilities.

The second problem is to secure sufficient raw materials to sustain this increased production. The Japanese steel industry is largely dependent on imports for its raw material requirements, i.e., 75% of the iron ore, 51% of the coking coal (mainly heavy coking coal) and 30% of the steel scrap, must come from outside the country. By 1970 imports of coking coal and iron ore will probably reach 24 million tons and 50 million tons respectively. At present our principal iron ore suppliers are Malaya, the Philippines and India. They may not, however, be able to keep up with Japan's increasing demands. We shall have to consider development of iron mines in Africa and South America, with resultant higher ore costs from the long-distance transportation.

To meet this problem, we have taken steps to build bulk ore carriers in the 60,000-70,000 ton range, to improve harbor facilities and modernize discharging methods. We are also studying the possibility of using undeveloped resources of laterite, abundant in the Philippines and Indonesia, carrying out research on sand iron. The latter is widely distributed in Japan and deposits are estimated at 1,000 million tons.

Thirdly, we must boost exports of our products. Even last year when our steel exports reached 2,390,000 tons, the highest total on record, they accounted for only 13.5% of total steel production. However, when ships and other manufactured steel products are taken into account, the total export figure represents one quarter of our total production, and re-

flects the change in Japan's economic structure.

## Must Export Heavier Goods

As a nation dependent on imports of raw materials to sustain our industries, we must increase exports of manufactured goods. The time has come when we can no longer rely heavily on exports to such light industrial products as textiles. We consider it important to supply low-priced, high-quality steel to heavy industry so that the latter can boost exports of manufactured goods at competitive prices.

I believe this is the path Japan must follow. In this way our steel industry will contribute to the economic welfare of the less-developed nations and, at the same time, promote peaceful economic prosperity at home.

## Power Heads Heart Campaign

Donald C. Power, Chairman of the Board and Chief Executive Officer of General Telephone & Electronics Corporation, will serve for the second successive year as National Chairman of the Heart Fund campaign to be conducted next February, according to an announcement by the American Heart Association.

In agreeing to serve again as Heart Fund chairman, Mr. Power said he had been influenced by the continuing seriousness of the heart disease problem. He pointed out that the death toll from the cardiovascular diseases was 921,540 in 1960, or more than 54% of all deaths in the United States that year.

Noting that appeals will be made not only to the general public but also to large corporations and small businessmen for contributions to the 1962 Heart Fund, Mr. Power said:

"A gift to the Heart Fund is the soundest investment that business can make to help safeguard its most valued assets—the hearts of its people. Heart diseases are not only the leading cause of death in our nation; they are also a leading cause of disability, taking a serious toll among middle-aged

adults in the most productive years of their lives."

The nationwide drive will be conducted throughout February for support of the research, education and community service programs of the American Heart Association and its affiliates. The campaign will reach its high point on Heart Sunday, Feb. 25, when approximately 1,750,000 volunteers will call on their neighbors for contributions.

In addition to his post with General Telephone & Electronics, Mr. Power is a director of several major business and financial enterprises, a trustee of the Committee for Economic Development, and a board member of the National Industrial Conference Board. He is a member of the American Bar Association, as well as the Ohio State and Columbus Bar Associations. Mr. Power is also active in many charitable and welfare organizations.

## Galbraith & DeLaney Formed In N. Y. C.

Galbraith & DeLaney, Inc., 39 Broadway, New York City, has been formed to conduct an institutional securities business, it is announced.

William A. Galbraith, Jr., will be President and Treasurer. John K. DeLaney will be Vice-President and Secretary.

Mr. Galbraith has been in the corporate bond department of Goldman, Sachs & Co. Before that he was with Salomon Bros. & Hutzler.

Mr. DeLaney headed the corporate bond department of Kidder, Peabody & Co. and was in the corporate bond departments of Salomon Bros. & Hutzler and R. W. Pressprich.

## Renshaw Joins Cyrus J. Lawrence

Cyrus J. Lawrence & Sons, 115 Broadway, New York City, members of the New York Stock Exchange, has announced that Bache McE. Renshaw has become associated with the firm.

Mr. Renshaw was formerly with Joseph Walker & Sons and Lehman Brothers. In his present position, he will be involved in institutional sales, corporate mergers and acquisitions, and private placements.



Shige Kawata



Donald C. Power

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by means of the Offering Circular.

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December 12, 1961

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NEW ISSUE

December 12, 1961

100,000 Shares

**Hygrade Packaging Corporation**

CLASS A STOCK  
(Par Value \$.50 Per Share)

Offering Price: \$5.00 Per Share

Copies of the Prospectus may be obtained from the undersigned and from such other dealers as may lawfully offer these securities in this state.

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# MUTUAL FUNDS

BY JOSEPH C. POTTER

## All the Way to the Bank

There are Wall Streeters, and their ranks are not inconsiderable, who can allude to "the small fry" with monumental contempt. To be one of the Financial District's master race, you don't even have to be moneyed—a nodding acquaintance with up-channels, head-and-shoulder formations, stock symbols, the present standing of the Dow and a glib reference to Anaconda as "Annie" will make you "a pro."

In the view of this coterie, no "fry" is smaller than the butcher, baker and candlestick maker who invest in mutual funds. The benighted devotees of the funds, of course, often are fellows who wouldn't know the difference between a railroad income bond and an equipment trust certificate.

The result: as 1961 draws to a close, the country's mutual funds are assured of a record year. The Investment Company Institute, which comprises 161 open-end funds, their investment advisors and underwriters, estimates that fund share purchases for this year will be approximately \$2.8 billion. That's a rise of 33% from the hefty figure of 1960.

Combined assets of the fund members are estimated at a record \$22 billion, up nearly \$5 billion in the 12 months. Incidentally, redemption of shares during this year amounted to \$1.2 billion, up from the \$841.8 million turned in last year. Of course, redemptions must be related to purchases within that year and, on that

basis, the latest showing represents an improvement from 1960.

Moreover, this has been a year of rising share values for the funds, so it's a fair assumption that profit-taking was a sizable factor in the redemption total. And many a long-time holder of fund shares had fat profits to cash.

But while the purchase total and the fund asset records must be irksome to the scoffers, hardest of all to take will be the increase in the number of shareholders and shareholder accounts. Institute mutual fund members have something like 5,400,000 shareholder accounts under their professional supervision. They represent about 2,800,000 investors, without allowing for duplication. These investors are individuals and institutions. It is calculated that these funds have stakes in 2,500 companies.

Also continuing popular this past year were the accumulation plans. As the year ends, it is estimated that there are 1,700,000 accumulation plans in force, or about 30% of all fund accounts. That's an increase of 280,000 plans from 12 months ago.

All of these figures must be a source of comfort to the folks who make a profession of supervising these vast sums. This unprecedented outpouring of the people's money never would have materialized without a steady performance of dollar growth.

For these folks, who are in the business of playing with other people's money, it's never been all beer and skittles. They don't know whether 1962 will add up to another year of new peaks, but they can be sure that the brickbats will be flying. They can expect our lawmakers to take a close look at the funds: their personnel, methods of operation, costs and all the rest.

It had to come, sooner or later. After all, the stewards of this multi-billion-dollar nest egg have undertaken the most awesome trust in the history of public investment. On an over-all statistical basis, the record is mighty impressive. But it's too much to expect that in a field so rich there wouldn't be a few shoddy operators.

Meanwhile, the army of small-fry investors, with rare exceptions, may weep all the way to the bank.

## The Funds Report

Total net assets of **Affiliated Fund, Inc.** climbed to a new high of \$804,149,201 in its 28th fiscal year ended Oct. 31, against \$585,947,573 at the close of the previous fiscal year. Net asset value per share at the end of the latest year amounted to \$8.83, compared with \$7.07 on Oct. 31, 1960.

Additions and eliminations in the portfolio evened out at 19 each in the latest year. Added were

Amerada, Bobbie Brooks, Borman Food Stores, Continental Oil, Creole Petroleum, Cutler-Hammer, Food Giant Markets, Hazeltine Corp., Eli Lilly, Manufacturers Hanover Trust, Martin-Marietta (the last two resulting from mergers), Perkin-Elmer, Permanete Cement, Shulton, Stop & Shop, Suburban Gas, Welch Scientific Co., Western Union and Zenith.

**Colonial Fund, Inc.** reports that at Oct. 31 net assets amounted to \$99,101,000, or \$11.80 per share. This compares with year-earlier assets of \$71,300,000, equal to \$9.66 a share.

**Electronics Investment Corp.** reports that at Oct. 31 net assets were \$39,239,303, equal to \$7.70 a share, compared with net assets of \$32,377,675, or \$7.26 a share, at the same date last year.

**Incorporated Income Fund** reports it closed its seventh year of operations on Oct. 31 with total assets at a record high of \$126,751,112 and per share asset value at a year-end high of \$10.04. Respective year-earlier figures were \$103,612,945 and \$8.93.

During the final quarter the company added Deere & Co., Federal-Mogul-Bower Bearings, General Cable Corp., National Lead, Transamerica Corp. and Union Tank Car Co. It increased its positions in American Can, Denver & Rio Grande Western Railroad, Eaton Manufacturing Co., Libbey-Owens-Ford Glass, Union Pacific Railroad, United Aircraft and Worthington Corp.

The fund decreased its holdings of Hammond Organ and eliminated American Agricultural Chemical, KLM Royal Dutch Airlines, Pacific Finance Corp., Pure Oil, Union Oil Co. of California and United Shoe Machinery Corp.

**Investors Stock Fund, Inc.** has joined the "billionaires" with total net assets, as of Dec. 1 of \$1,023,286,940, Harold K. Bradford Chairman and President, announced. The new "billionaire" fund shares honors with Investors Mutual, Inc., largest mutual fund in the nation, which is also a member of the Investors Group of funds distributed by Investors Diversified Services, Inc. Total net assets of Investors Stock Fund first passed the billion-dollar mark on Nov. 8, but "it is the company's policy to delay such announcements until assets are reasonably cushioned against market fluctuations," it stated.

**Lexington Income Trust** reports that as of Oct. 31 net assets amounted to \$6,409,367, equal to \$11.51 a share, compared with \$5,673,542 and \$10.34 a share a year earlier.

**Loomis-Sayles Mutual Fund** reports that at the close of the fiscal year on Oct. 31 net assets amounted to \$101,595,446, equal to \$16.52 per share. This compares with assets of \$76,226,360, or \$13.85 a share, at the end of the previous year.

**Niagara Share Corp.** puts net assets at Nov. 30 at \$82,265,588, the

equivalent of \$26.10 per share, against \$59,538,476 of assets and \$22.03 a share on Nov. 30, 1960.

**Revere Fund**, reporting for the fiscal year ended Oct. 31, puts total net resources at \$3,498,348, or \$13.56 per share. This compares with assets of \$1,049,995, or \$9.82 per share, a year earlier.

## Newell Named By Lehman

John D. Newell has been named Regional Director, Midwestern Division, of the One William Department of Lehman Bros. He will now supervise the company's sales and service activities in a 12-state area. Operational offices will be maintained in Minneapolis and Chicago with a staff including Harold J. Timmers, regional sales manager and Grant A. Feldman, Jr., regional representative.

The 12-state area comprises: Illinois, Indiana, Ohio, Michigan, Kentucky, Wisconsin, Iowa, Minnesota, Nebraska, Colorado, North Dakota, South Dakota.

Mr. Newell joined the Lehman organization in 1958 as a wholesale representative in Minneapolis where he had previously been a partner in the firm of John G. Kinnard & Company, recently merged into Craig-Hallum, Kinnard, Inc.

## Pacific Lighting Common Offered

A nationwide group of underwriters headed by Blyth & Co., Inc., is offering publicly 600,000 shares of no par common stock of Pacific Lighting Corp. at \$59.75 per share.

Proceeds will be used to repay short-term bank loans of approximately \$9,000,000, and for expansion. The construction and expansion programs for the 15 months ended Dec. 31, 1962, will be approximately \$57,770,000.

The corporation, with headquarters in San Francisco, is a holding company whose public utility subsidiaries supply, distribute and sell natural gas within 12 counties in southern California, including the City of Los Angeles and other cities and communities with a total population estimated at 8,600,000.

## Monmouth Elec. Common Offered

Cruttenden, Podesta & Co., Chicago, and Spear, Leeds & Kellogg, New York City, head a group offering 200,000 common shares of Monmouth Electric Co., Inc. at \$5 per share.

Of the total, 125,000 shares are being sold by the company and 75,000 by certain stockholders.

The company will use \$75,000 of its proceeds for production machinery and test equipment for a new plant; \$180,000 to retire notes outstanding held by principal stockholders; \$100,000 to retire note outstanding held by Monmouth Electric Co., Inc.; Profit Sharing Plan & Trust and will add the balance of \$285,000 to working capital.

Monmouth Electric, with offices and plant at Neptune, N. J., designs and manufactures electronic and electro-mechanical equipment intended primarily for meteorological use, electronic test equipment and aircraft parts and test equipment.

## Weingarten to Admit

Weingarten & Co., 551 Fifth Ave., New York City, members of the New York Stock Exchange, on Jan. 1 will admit Nanette S. Weingarten to limited partnership in the firm.

## Chase Manhattan Syndicate Offers New York Bonds

The Chase Manhattan Bank is manager of an underwriting group which on Dec. 12 purchased \$53,100,000 City of New York 3.40% General Obligation Bonds, due Dec. 15, 1962 to 1986, inclusive. The group bid 100.73 for the bonds, setting a net interest cost of 3.313% to the borrower.

On reoffering, the bonds were priced to yield from 1.70% to 3.70%, according to maturity.

Other members of the underwriting group are:

Chemical Bank New York Trust Co.; Manufacturers Hanover Trust Co.; Lehman Brothers; Blyth & Co., Inc.; Lazard Freres & Co.; Barr Brothers & Co.; R. W. Pressprich & Co.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Eastman Dillon, Union Securities & Co.; Goldman, Sachs & Co.; Bear, Stearns & Co.

The Northern Trust Company; Harris Trust and Savings Bank; Equitable Securities Corporation; Drexel & Co.; Hornblower & Weeks; Ladenburg, Thalmann & Co.; Hallgarten & Co.; Paine, Webber, Jackson & Curtis; B. J. Van Ingen & Co. Inc.

A. C. Allyn & Co.; A. G. Becker & Co. Incorporated; Blair & Co. Incorporated; Federation Bank and Trust Company; Hemphill, Noyes & Co.; The Marine Trust Company of Western New York; F. S. Moseley & Co.; Paribas Corporation; Wm. E. Pollock & Co., Inc.; Swiss American Corporation.

Weeden & Co. Incorporated; Bache & Co.; Adams, McEntee & Co., Inc.; American Securities Corporation; First National Bank in Dallas; Goodbody & Co.; Gregory & Sons; Hirsch & Co.; E. F. Hutton & Co. Incorporated; Ernst & Company; First National Bank in St. Louis; Mercantile National Bank at Dallas; Rauscher, Pierce & Co., Inc.; State Street Bank and Trust Company, Boston; Trust Company of Georgia.

## Kidder, Peabody To Admit Partners

Kidder, Peabody & Co., 17 Wall Street, New York City, members of the New York Stock Exchange, on Jan. 1 will admit to Partnership Ralph D. De Nunzio, Fred A. Taylor, J. Franklin Cook, Joseph C. Fox, Raymond J. Raff and Francis J. Welsh. Mr. De Nunzio is in the firm's syndicate management department. Mr. Taylor is in the underwriting department of the firm's Chicago office.

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## BANK AND INSURANCE STOCKS: This Week — Insurance Stocks

### HARTFORD FIRE INSURANCE COMPANY

Hartford Fire Insurance Company is the fourth largest stock insurance organization in the nation with premium volume of \$517 million in 1960. The company operates on a nationwide basis through an estimated 34,000 agents. Foreign underwriters are obtained through participation in the American Foreign Insurance Association.

Hartford Fire writes all forms of insurance including life and annuities through its seven wholly-owned subsidiaries, operating under the group set-up. These are: Hartford Accident & Indemnity Co., Hartford Live Stock Insurance Co., Citizens Insurance Co. of New Jersey, New York Underwriters Insurance Co., Twin City Fire Insurance Co., London-Canada Insurance Co. and Hartford Life Insurance Company.

The Hartford organization entered the life insurance field with the acquisition of Columbian National Life Insurance Company in early 1959. The name has since been changed to Hartford Life. The acquisition of an established life insurance facility was an important step in that it provides the organization with complete underwriting facilities to meet the growing consumer trend towards "one-stop" buying of insurance and package policies. Hartford's life insurance in force advanced to \$773 million at year-end 1960, a gain of 20% over the year. Further growth at an accelerated pace is anticipated as life underwriting facilities are expanded.

The Hartford Organization writes a well-balanced line of business with no one particular class amounting to 20% of total premiums written. Automobile bodily injury has grown to be the most important single line, followed in importance by fire and workmen's compensation. Total premiums written in 1960 were divided as follows: fire lines—36.7%, casualty lines—58.8% and multiple line business—4.5%.

#### Selected Statistics — Growth and Underwriting Results

Year	Net Premiums Written	Reported Operating Earnings Millions	Total Admitted Assets	Loss Ratio	Expense Ratio	Profit Margin
1956	\$360.7	\$14.8	\$770.6	61.6%	37.5%	0.1%
1957	388.4	12.9	785.7	62.8	37.7	-0.5
1958	426.2	18.1	908.6	60.8	37.8	1.6
1959	478.3	23.1	1,119.7	61.3	36.5	2.2
1960	517.0	25.4	1,179.6	61.7	36.7	1.6

#### Per Share Statistics

Year	Approximate Price Range	Net Investment Income	Total Earnings*	Estimated Liquidating Value*	Dividend
1956	\$45 - 32	\$1.95	\$1.68	\$37.22	\$0.75
1957	41 - 29	2.09	1.77	37.43	0.75
1958	47 - 32	2.23	2.51	44.33	0.75
1959	52 - 42	2.36	2.95	44.63	0.75
1960	59 - 48	2.57	2.94	49.03	1.10
1961†	90 - 57	1.90	1.93	54.00‡	0.83

\* Adjusted for equity in unearned premium reserve.

† Nine months.

‡ Estimated.

Hartford has established one of the finest operating records within the insurance industry. Strict underwriting standards are maintained with management emphasis on profitability in underwriting rather than volume. Only in the disastrous insurance year of 1957 have underwriting operations been conducted at a loss in recent years. The company's average underwriting profit for the past decade is 3.3%, one of the highest in the industry. The record has been established while premiums written have grown at an above-average rate.

The organization's philosophy of conservatism in underwriting policies is carried over to its investment operations. A strong capital position is maintained. Investments are concentrated in fixed-income securities with the dollar value of bonds equal to 52% of total assets of Dec. 31, 1960. In recent years management has concentrated its new investments in tax-exempt bonds and common stocks. Through this method, the company's Federal income tax applicable to net investment income has been steadily reduced to the 1960 rate of 11.9%. The comparable figure in 1957 was 16.4%. During 1960 advantage was taken of the relatively favorable market to reduce holdings in preferred stocks with reinvestment in common equities. Net investment income, amounting to \$2.57 per share before taxes in 1960, has increased 157% since 1950.

Last year represented the 150th anniversary of the founding of the Hartford Fire organization. The company celebrated by paying an anniversary bonus of \$4.2 million to its employees and

by effecting a 2-for-1 split of its common stock in conjunction with a 160% stock dividend. A raise in the dividend on the common stock to \$1.10 per share from 75 cents accompanied the quadrupling of the number of shares outstanding.

Operations were conducted at a satisfactory profitable level in 1960. An underwriting profit margin of 1.6% was recorded despite the rise in expenses resulting from the bonus to employees and the \$7.2 million loss incurred in Hurricane Donna. While underwriting profits were less than in the previous year, net investment income advanced 4.3% so that total income was virtually the same as in 1959.

For the first nine months of 1961, Hartford's underwriting operations have been conducted at a profitable level, although earnings are somewhat below those of the comparable period of 1960. The profit margin of 0.6% compares with 0.9% in the first nine months of 1960. Nevertheless, the company's underwriting results are well above the industry average to date in 1961. Premium volume and net investment income have continued their steady advances. Full year earnings should approximate those of the two previous years.

The common stock of Hartford Fire Insurance Company is currently selling at a bid price of \$86½. The stock has been among the leaders of the bull market in insurance stocks in 1961, rising from a 1961 low of \$57 to a recent all-time high of \$92. The stock is currently selling at a premium of 60% over its Sept. 30 estimated liquidating value and at 32 times estimated net investment income from 1961. There are 10.7 million shares of Hartford Fire stock outstanding which are actively traded in the Over-the-Counter Market.

## American Data Machines, Inc. Stock Offered

Golkin, Bomback & Co., New York City, and associates are making the initial public sale of common stock of American Data Machines, Inc. through the offering of 150,000 shares, at \$4.50 per share.

Net proceeds from the financing will be used for repayment of a promissory note due Dec. 31, 1961 issued in connection with the acquisition on July 25, 1961 of the assets of American Electronics, Inc., for repayment of a loan obtained for working capital purposes; research and development; promotion and advertising; engineering and new machine tools; Current operating expenses; and the purchase of raw materials and parts.

The company, of Hicksville, Long Island, N. Y., produces peripheral data processing equipment which consists of machines designed to supplement centrally located business machines, tabulators, computers and punch card systems by expediting the production, accumulation, conversion and transmission of data from the field to the central system.

### Wagenseller, Durst Branch Forms Adair Fund Service

YUCAIPA, Calif.—Wagenseller & Durst, Inc. has opened a branch office at 35018 Yucaipa Boulevard under the management of William F. Phillips, Vice-President of the firm.

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## Trend of Fixed-Interest Yields Upward Next Year

Continued from page 1

borrowed on very short-term securities. Mainly, the funds came from tax anticipation securities, due in the following March and June, and these totaled \$6.5 billion. There was also an addition of \$1.6 billion to the regular weekly bill issues.

As the banks made loans, even at a moderate pace, and absorbed a good part of the Treasury deficit, total bank credit in use rose. Time deposits went up considerably faster than did demand deposits; nevertheless, active money supply expanded noticeably. On a seasonally adjusted basis, it grew at about a 5.2% annual rate during the last six months.

Then came 1959. After their quite moderate expansion in the preceding half-year, total loans in banks experienced a barely perceptible dip in January, and then rose steeply and without interruption for the rest of the year. The total increase for the 12 months came to \$12.6 billion, or more than 12.5%. Inventory-buying in anticipation of a steel strike had a part in this, but the strike itself did not check the rise in loans.

Consumer instalment debt, after lagging all through 1958, rose steeply and set new highs month after month until September.

The Treasury had to come back to market in almost every month during the first half of 1959. Instead of the customary seasonal surplus, there was a further cash deficit of a bit less than \$500 million. That meant that the tax anticipation paper could not be paid off; more accurately that the revenue not received in cash had to be re-borrowed. In fact, even though the deficit was relatively insignificant, total gross new issues sold for cash were bigger than in the preceding July - December — \$14 billion against \$12.1 billion. This was in addition to \$14.5 billion of new securities issued on exchanges, and in addition to the roll-over of the regular weekly bills. All this kept the market under continual pressure, since each issue had to be sold in competition with all other available outlets for investment funds. Doesn't all this— at least up to the end of 1958— sound familiar?

### Business Recovery and Bank Credit

There is the business recovery, which began from February, was at first quite sharp, but began to hesitate and to inspire doubts and questionings. Forecasts were revised downward. Retail sales lagged for many months, before turning up quite noticeably in October. Bankers have been disappointed by a loan demand which failed to come up to their expectations. Actually, bank loans appear to have performed considerably better in the current period than in 1958. The weekly reporting banks series is not always a reliable index, but since mid-year their loans are up about 2%, compared with a decline of one-half of 1% at a similar point in 1958.

The total expansion of bank credit in 1961 again has been very large, and again time deposit increases outran demand deposit growth. That picture has changed considerably since August, however, and active money supply in the two months September and October increased at an annual rate of more than 10% on the basis of seasonally adjusted semi-monthly averages. This corresponds with and is confirmed by the retail sales figure for October, since the slowing rate of growth in time deposits and the quite sharp expansion of demand de-

posits suggests less saving and more spending.

And the Treasury Department again is running a large deficit. For the current six months it is likely to exceed \$10 billion, which if not quite so large as the \$12.6 billion of last-half 1958, is sufficiently large to be disturbing. But this time there was not so fat a balance with which to start the period. Despite the borrowing of \$1.8 billion on a strip of bills in June, the balance June 30 was only \$6.7 billion. Thus far in the period gross cash borrowings have amounted to \$10.5 billion, again in very short maturities. Again the outlook is for a small deficit between next January and June, or at best for no surplus. Again the Treasury will have to re-borrow money when tax anticipation issues are presented in March and June. To deal with gross cash needs plus nearly \$27 billion of issues to be refunded (not counting weekly bills), the Treasury will be forced to come to market at least once in every one of the first six months.

### Double-Fold Pressure on the Market

This will put pressure on the market in two ways. Treasury new issues come in large sizes, and they have to be distributed and absorbed; their very presence always puts pressure, in greater or lesser degree, on the market. More importantly, a Treasury surplus represents financial saving in the government sector, and the pay-off of debt that it makes possible supplies funds for other investment. Where there is no surplus, no such funds are supplied and must be found elsewhere.

Now, I am not so silly as to insist everything in the present picture is identical with the circumstances of 1958-59. Indeed, I cautioned at the beginning that history does not repeat itself precisely, and actually there are some considerable differences. Several can be mentioned off-hand. Inventory re-stocking began earlier in this recovery than in the last; fixed capital investment perhaps may be lagging a little more. We can hardly look forward to an increase in net foreign investment to swell GNP totals this time. Unemployment (seasonally adjusted) rose higher in 1958 — to 7.5% in April — but it came down again — to 4.8% in February, 1960. This time it has clung persistently to a small fraction below 7%.

### Major Difference Arises in Fed's Policies

The really tremendous difference as it concerns this market practically, however, is the difference in Federal Reserve policy. I refer not only to the practice of conducting its open market operations in all maturities, rather than in bills, but to its persistence in continuing an over-all policy of ease so far into a business recovery. I shall not attempt an exhaustive appraisal of either of these points, but they deserve some comment.

First, the policy of non-bills-usually. In a thin market the buying of a very few intermediate or long-term bonds has a pronounced effect on yields and market conditions generally, both because the supply actually is reduced and because it produces an artificial level of yields by affecting the attitudes of market professionals.

Second, it has resulted in an extraordinary liquidity for the banking system. In large part this was due to the attitude adopted by the banks themselves, but System policy certainly facilitated their move for liquidity. In a

sense, System and Treasury buying of longer-terms has resulted in an "unfunding" of the debt, since their operations have taken long-terms out of the public's hands and replaced them with short terms.

I think it not unreasonable to say, furthermore, that adoption of this tactic in pursuance of a continued over-all policy of ease in recent months has tended to hold bill rates lower than they otherwise might be. This may sound strange, since it is generally understood that both Federal Reserve and Treasury desire to prop bill rates up. I rationalize this notion as follows: As long as the Fed pursues its policy of over-all ease, it will buy securities of one sort or another but in any case the result will be an increase in reserve balances. To maintain a given level of free reserves, the Fed must buy enough to offset the net of all other influences, such as outflows of gold and currency and a rise in required reserves. But as long as the banks maintain their desire for liquidity, represented by short-term issues only, their demand for bills and the like will tend to put yields down. Or, in short, the banks, instead of the Fed, buy the bills.

The banks have made good use of the facilities provided. One must go back to early 1954 to find them as well stocked with short-term governments. The Treasury's survey as of the end of July this year showed them holding 16% of their total government portfolios in bills alone. The total of all types of issues of one year and less was 42% of the total, and of five years and less, 84%. In contrast, June of 1958 found them with less than 7% in bills; 28% in less than one year, and only 70% in less than five years. In absolute terms, the surveyed banks at the end of July had \$9.2 billion bills, or well over twice as many as in mid-1958. This means, obviously, that when the loan demand appears in volume the banks will be independent of the discount window and quite indifferent to a rise in the discount rate; they will simply let their short-term paper run off. The Treasury will have to seek other buyers for it, since it will be unable to pay it off.

### Another Important Difference

Still another difference appears, and this is one of fundamental importance. In 1958 our balance of payments difficulties, and our loss of gold, were just beginning. Those things were given scarcely any attention at all at the time, and no steps were taken to remedy them. Both have continued down to the present date, and surely some more positive measures to relieve them cannot be delayed much longer.

A deficit in the international balance of payments which has grown continuously for more than three years hardly can be considered temporary; at some point the word chronic will be more applicable. Holdings of liquid dollar assets by foreigners dipped somewhat during and shortly after the gold crisis of October, 1960, but since then have reached new highs. Total payments deficits for the three years 1958-60 reached \$11.2 billion. After an encouraging improvement in the first quarter this year, it was reported again running at a \$3 billion annual rate in the third quarter. The actual loss of gold comes to \$5.5 billion between February, 1958, and November, 1961. On Nov. 15 the ratio of gold certificate reserves to Federal Reserve System liabilities was 36.2%; as recently as April 26 it had been 38.6%. If gold continues to move out while liabilities rise, lowering or abolishing the statutory ratio will be necessary. What then will be the reaction of foreigners, when Con-

gress considers a bill for this purpose? Now I can take leave of the facts and turn to conjecture about the future.

### Peers at the Future

My assumption is that prosperity is going to increase. I am quite willing to go along with Dr. Walter Heller in his projection of a \$565 billion to \$570 billion GNP rate in the second quarter next year. I think all sectors are likely to have a part in this, with the probable exception of net foreign investment, which may continue to shrink somewhat.

Government expenditures in total, but particularly those of the Federal Government for defense purposes, are practically certain to continue upward. As I suggested earlier, this will mean a further demand for cash borrowing, particularly in the early part of the year, and until growing prosperity brings the usual lagging upturn in tax revenues. The Treasury will be in the market continuously, whether for cash or for refunding and re-borrowing. In January there is a real possibility that a further rise in the statutory debt ceiling, now set "temporarily" at \$298 billion, will have to be requested when Congress assembles.

Also to affect the market for governments primarily but for other issues as well is the falling ratio of gold certificate reserves to Federal Reserve System liabilities. A request for Congressional abolition of the prescribed 25% minimum ratio will have unpredictable results on the attitudes of foreigners.

I think consumers will be pursuing their usual ways, stepping up their buying as prosperity progresses. Indeed, there are already visible indications that this step-up has begun. Business firms, it seems to me, will be spending more on plant and equipment, particularly the latter, and revising their future plans upward. This also is in the pattern of past cyclical movements. They will be likewise laying out large sums for additional inventory as the steel strike deadline approaches. I hope the pattern of late 1959 and early 1960 will not be repeated in this respect, because of the disruptive effect of an inventory boom followed by a letdown and then by a re-stocking boom after the strike. But of this no one can be sure, and this point is a major reason for caution beyond the second quarter next year.

### Corporate Demand for Future Capital

All this adds up to a considerable increase in the demand for funds, both on loans and on capital issues. I am not going to attempt to put numbers on these items. Personal savings will rise, but I think the part of disposable income devoted to saving will tend slightly lower. The Federal Government, as I suggested earlier, will be providing no funds to meet the demand. Depreciation reserves of corporations no doubt will continue to increase, but this does not mean necessarily that they will thereby be made independent of banks and the capital market. In 1955 depreciation allowances plus retained earnings exceeded expenditures on plant and equipment by 10%, and in 1959 by 9%. But in 1955 their loans went up \$5.4 billion, and capital issues totaled \$6.9 billion; in 1959 loans went up \$5.3 billion and capital issues were \$7.8 billion.

I expect bank loans to move upward contra-seasonally in the first part of next year, and banks to liquidate a part of their enlarged holdings of government securities. Money supply will continue to increase, even if the rate falls short of the 10% rate of September and October. I think there will be increasing upward pressure on the price indexes. It

may come in the main, as most economists seem to agree, from "cost-push," but a rapidly growing money supply will support it and make it possible. Probably the Administration will urge statesmanlike efforts to hold the line on prices, but I doubt that there will be a strong move for statutory price and wage controls next year.

It seems likely that our balance of payments deficit will continue to worsen despite the various gimmick-type efforts of the Administration to correct it. Gold will continue to move outward, and I think likely at a rate greater than that of the past several months.

### Sees Considerable Change in Fed's Policies

The big question mark remaining in the picture is the Federal Reserve System's attitude. Having continued an easy money policy thus far into the recovery cycle, who can say how much longer they may persist with it? I think, however, that the growing pressures for inflation at home and a deficit of payments abroad, accompanied by a gold outflow, will at some point force a considerable modification. Indeed, if one measures policy by free reserves, a very gradual lessening of ease has been visible for a couple of months past. A rise in a discount rate early next year it not to be ruled out, accompanied by a more marked reduction in the level of free reserves. Such action, I think, would do more than anything else—apart, of course, from a balanced budget, which hardly seems very likely—to restore confidence abroad. It would close the interest rate gap between New York and other centers. This would stop the outflow of interest-sensitive short-term funds, and perhaps do much also to check the outflow of gold.

By this time I think you will have grasped my view of the outlook for bond markets and interest rates. I think the trend is definitely upward for fixed-interest yields. Whether it will be sharp and sudden, or whether it will continue the gradual rise of the present year since May, puzzles me considerably. I can see forces building up behind the dam of current Fed policy and of the skepticism still widespread about the business outlook. Several developments singly or in combination might cause the dam to break, bringing a sudden and jolting readjustment. It would be reinforced by the disappointment of currently prevalent convictions that no such thing is even conceivable. While I am not now predicting that, I for one would not wish to bet that the highs of interest rates established toward the end of 1959 are inviolable for all time.

\*An address by Mr. Van Cleave before the Dean's Day Homecoming at the School of Commerce, New York University, Dec. 2, 1961.

## Hygrade Pack. Class A Offered

Offering of 110,000 class A shares of Hygrade Packaging Corp., at \$5 per share is being made by P. J. Gruber & Co., Inc., New York City and associates. Net proceeds will be used by the company for new product development, equipment, plant expansion, sales promotion and repayment of debt.

The company of 92-00 Atlantic Ave., Ozone Park, N. Y., designs, manufactures and sells folding paperboard cartons and boxes for a wide variety of industries. It also manufactures folding gift boxes, and has recently commenced a laminating operation at its Bogota, N. J. plant, to produce grease and water proof boxes for the food industry.



# Insurance Industry Stocks And the Capital Market

Continued from page 3

that the stock fire and casualty industry and its owners, the stockholders, have the free use of other people's money. This derives from the fact that all premiums are paid in advance, and the unearned premium reserves are invested. Not only are the unearned premium reserves earning investment income which may accrue to surplus, but the loss reserves are invested and the income from this source may flow to surplus. This means, of course, that the stockholder or surplus account may realize the investment profits, both capital gains and income, from the policy holder funds as well as from its own monies.

## Diversification and Liquidity

Another great advantage is diversification and liquidity. In the case of most manufacturing companies the assets are invested in bricks and mortar, real estate, machinery and inventories. This is not true of the fire and casualty industry. Over 95% of its assets are invested in government, municipal and corporate bonds, equity securities and cash or trade accounts. This means that while assets may not produce as much in hard times as they do in good times, it is in a far different position from the manufacturing industries whose assets may not only be totally unproductive in hard times, but may act as a very real drain on surplus. Those assets still have to be maintained, depreciated, guarded and have the taxes paid on them. It goes without saying that lacking prudent management, or during a drastic market break, surplus funds can decline precipitously, but this has not been a major concern in recent years. In other words, the investor is concerned with the investment results of the fire and casualty industry. However, he is even more concerned with the underwriting results of this industry and I would like to emphasize this point at the present time.

One of the attractions to the investors is that this is a growth industry. However, all of its component parts are not growth companies. In the last 10 years the premium volume, assets and capital and surplus funds of the industry have approximately doubled. Of course, some companies have increased many-fold while others have only floundered.

## Can't Rely Solely on Underwriting Profits

The real student of fire and casualty stocks puts his greatest emphasis on the primary business of the industry and that, of course, is making a profit on the writing of insurance. It might appear at times that the investor is more concerned with the investment results of the individual companies, but if one really stops to examine the situation he will realize this is not the case. The fact is that he takes a pretty jaundiced view of those companies which seemingly have resigned from their primary business of trying to make a profit on the writing of insurance and have turned to relying almost entirely on their investment results to carry them through. The easiest way to check this is to look at where the stocks of the successful underwriters sell in relation to their adjusted book values as against where the stocks of those companies which have a very spotty record as far as underwriting profits are concerned sell in relation to their adjusted book values. The market is, in effect, saying that when a company sells at 60% of its adjusted book value

the earnings on the other 40% of this stockholder equity must go to paying the underwriting losses and will not accrue to the stockholder in the long run.

During the period since the end of World War II there have been many companies which have not been successful in both aspects of the industry. Primarily the trouble has been in making a profit from the writing of insurance.

Because this advantage of a double source of profits does not operate at all times, the investor considers the insurance industry a cyclical one. The stocks of fire and casualty companies do move in wide ranges.

## Outlook for Fire-Casualty Industry

Here is how I view these securities at this time. I believe half year results for the fire and casualty industry reflected the severe fire losses of the first three months and the widespread windstorm damage of the second quarter. Although complete third quarter figures are not available they are going to be affected by Hurricane Carla which hit the Texas Coast in September. Total insurable losses from Carla should run close to \$90 million, somewhat less than the losses caused by Donna in 1960. Despite the outlook for generally uninteresting underwriting earnings in 1961, fire and casualty stocks continue their favorable market action. At the end of October Best's Index stood at 58.5 up 41.8% over year-end 1960.

Automobile claims are holding relatively steady, but the industry is beginning to question the adequacy of the rate structure in the homeowners' contracts. It appears premium volume for 1961 will be up, but not as much as last year. A bright spot is the continued growth of net investment income. Also, many companies have increased substantially their surplus accounts due to favorable market action of their security portfolios. This will add to adjusted book values, and some investors are attracted by the fact that many fire and casualty stocks can be purchased at a discount from such book values in a period when the general stock market level is high.

It is becoming more difficult to find those fire and casualty stocks which appear relatively underpriced, especially if you adopt the attitude that this is a cyclical industry and in good times these stocks, as a group, are not entitled to sell at equivalent price earnings ratios of other favored industries. With a few exceptions, they currently seem fairly priced—not dear, not cheap. Of course, we recognize that the stocks of the most dynamic companies in the industry will continue to deserve premium prices while the least successful underwriters' securities will remain at substantial discounts.

## Problems and Excuses

The sophisticated investor is quite conscious of the fact that the industry has problems. Problems of inflation, problems of rates and other regulation. However, he is not willing to accept these problems as good excuses for the lack of success of many of the companies in the industry. There are just too many shining examples of great success of writing insurance on a profitable basis during the last 15 years. It just doesn't work, anymore for companies to sit back and let the bureaus or nature take care of things or hope that the various state commissioners will

bail them out with rate increases. Of course, adequate rates are needed in any area or any policy line, but to the sophisticated investor the definition of adequate rates does not mean necessarily a level at which the least efficient or least proficient company can make a profit.

## Foremost Guide in Management

It boils down to just one thing—management. This is the area of any company we look at most closely and it is a primary consideration for the attraction of capital funds. The insurance business is changing. Those managements which can lead the way in these changes or even adapt themselves successfully to such changes may assure the long-term success and prosperity of their companies. On the other hand, those managements which will not recognize the changes and continue to defend the status quo may, over a period of time, lead their companies into a serious decline or even oblivion. The question of whether a company operates as a direct writer, a branch office organization or a general agency company is purely academic as far as the insuring public and the investor in the industry is concerned. As important as these questions are to the industry, it may come as a shock to know that nobody else really cares. The insuring public is interested in only the three "S's", Savings, Service and Satisfaction. He isn't concerned what company or what system gives him the best combination of these. He only knows what he gets. The investor is not concerned either with what system a particular company uses. All he wants to know is that the salesmen or agents for that company and the company have a happy partnership that produces a profit.

## Sees Fewer Companies Surviving

We have said that those companies which have a record of profitable operation from both their underwriting business and their investment business will have no trouble attracting capital funds from one source or another. Now let's make it very clear that this combination of success does not apply only to the large companies. We all know there are many large companies which have not been too successful in recent years, and we also know there are many small companies which have been eminently successful. I, for one, as a student of the industry, do not believe that there is enough good fire and casualty management available to make all existing companies successful, and I think it is only fair that I add here that there are also not enough good agents available. I firmly believe that 10 years from now there will be fewer companies in the industry than there are today. As our country is growing, it is obvious that the assets, premium income and capital funds of the industry will be considerably higher 10 years from now. This can only mean that the average size of the companies will be larger. We have already seen the beginning of a trend of companies joining forces to try to solve their management, capital or agency problems and to improve their competitive position. Some of these affiliations will do the trick and work wonders—others will not. In some cases, putting two pints of red ink together will only make one quart of the same.

Let's look at today's smaller companies for the moment. Some of them will merge or be merged—others will continue to struggle along and eke out an existence which is neither here nor there. A tiny percentage of these small companies will see Dame Fortune smile on them in one way or another during the next 10 or 20 years and they will become big

companies in their own right. Perhaps the most interesting study in today's small company group is those companies which are good profitable small companies today and in the years to come will grow, but will still continue to remain good relatively small companies. They too should continue to be able to attract their relatively modest amounts of needed capital funds.

## Profitable Premium Growth And Size

There is nothing sacred about bigness for bigness' sake. As we have said, there are examples today and will continue to be examples of some small companies which are eminently successful. In most all cases these are very well managed companies. Many of them are specialty companies, but others are often general multiple line companies which write in a very limited geographic area. In the opinion of the investors there is no need for successful small companies with reasonable growth prospects to expand their lines or to expand their territories at the price of diluting the earnings on their present volume. Rapid growth of premiums may delude us all for a period of time and temporarily glamorize a particular company or stock, but if it is not sound, profitable growth the problems will eventually come home to roost. A small company, with what might be called a gimmick, can turn out to be a very successful operation as long as this gimmick is economically feasible. It is better for an investor to be in a company with \$30,000,000 of assets, writing \$10 million in premiums, operating on a combined loss and expense ratio of 96 and growing at an average rate of 5% or 6% a year than for him to be in a company with a hundred million of assets and writing \$60 million or more in premiums if this volume is producing a three or four point underwriting loss every year. And the investor shouldn't care how fast that latter company is growing if the growth of premiums isn't profitable.

Unfortunately, there are some small companies in this country today with perfectly good managements which just can't seem to make a go of it. This may be because the particular area they are in has an unrealistic rate situation or there is some other problem indigenous to their territory. Perhaps they need more capital funds and because they are not making a profit they are unable to raise these funds at a fair price. I would suggest to companies in this position, that they pick out a larger, successful, dynamic company whose operation they would complement. Then go to that company and sell them their program. To be taken in as an important and integral part of a healthier, larger team is far better than dying on the vine. In this way the management, agents and staff can continue to work with pride in an area which is important to them.

We said at the beginning that investment capital follows profits. Therefore, the answer to the title of this paper "Can the Insurance Industry Attract New Capital as Required?" is simply that some of the companies will be able to—and others will not. How does a particular company stand?—The company concerned is the best judge of that.

\*An address by Mr. Sener before the 17th Annual Meeting of the National Association of Independent Insurers, Los Angeles, Calif., Nov. 15, 1961.

## With Bingham, Walter

(Special to THE FINANCIAL CHRONICLE)  
PASADENA, Calif. — Charles N. Mathewson is now with Bingham, Walter & Hurry, Inc., 70 South Euclid Avenue. He was formerly local manager for Hill Richards & Co.

# Pace College Renames Bureau

The Publicity Office of Pace College, downtown Manhattan, will be known as the Pace College News Bureau, with H. Bruce

Horel as its director, effective immediately, Dr. Edward J. Mortola, President of the college, has announced.

All news concerning the college and its activities will be channeled through the Bureau.

Mr. Horel was formerly editor of the Pace College Press, the student newspaper, during the 1959-1960 academic year. He had been associated with the Chase Manhattan Bank in New York City, and before this, with his own publishing firm.



Dr. Edw. J. Mortola

# Duffy-Mott Co. Common Offered

Kidder, Peabody & Co. Inc., New York City, is heading a group of underwriters offering today (Dec. 14) 200,000 common shares of Duffy-Mott Co., Inc., at \$52.50. The company is selling 154,000 of the shares, and certain stockholders, 46,000.

Duffy-Mott of 370 Lexington Ave., N. Y., is the nation's leading producer of apple products sold at retail, principally under the Mott's name, and prune juice, sold principally under the Sunsweet name.

The company's other products include Clapp's baby foods and a line of California fruits and vegetables. Recently, Duffy-Mott introduced under the Mott's Figure Control brand, a varied line of low calorie foods, designed for and to be merchandised to weight-conscious consumers.

Net sales and net income in the year ended Aug. 31, 1961, were \$65,075,073 and \$1,391,484, respectively, both having increased in each of the last 10 years.

# Micron Plastics Common Offered

S. Schramm & Co., Inc., 80 Pine St., New York City, is offering publicly 50,000 common shares of Micron Plastics Corp., at \$4 per share. Net proceeds will be used by the company for plant improvement, moving expenses, purchase of additional equipment and working capital.

The company now located at 640 Dean St., Brooklyn, N. Y., is in the process of moving to a larger plant at 34 Avenue A, Bayonne, N. J. It is engaged in the manufacture of extruded polyethylene plastic film which is sold to independent converters for use as bags or wraps for a variety of goods. Directors have declared quarterly dividends for the fiscal year ending Nov. 30, 1962 of 8 cents per share payable on the last day of February, May, August and November.

# Adler, Coleman to Admit Partner

Adler, Coleman & Co., 15 Broad Street, New York City, members of the New York Stock Exchange, on Jan. 1 will admit Harry C. Hagerty, Jr., to partnership. Mr. Hagerty is a member of the New York Stock Exchange.



## AS WE SEE IT

year, and has some things to say about taxation which reflect the spirit of further tinkering with the economic structure of the country without suggesting any relief of the sort that is necessary if our operations here in this country are to be made more competitive with those of several of the more important producers abroad. His approach to the matter of the export of capital strongly suggests the general idea that somehow government needs to do something to guide if not in effect to control the activities of the owners of capital.

He pleads for price stability. He apparently still finds our horribly wasteful agricultural activities an asset of great importance, not a liability. He deals gently with the tax situation, evidently intending to make the tax collector something of a manager of business. Nowhere does he show any inclination to attack the real defects of our miserable system that robs so many qualified men of means of incentives to proceed as he says he would like to have them.

He assures the manufacturers that he will the next day call upon labor to do its part in helping to get American producers on a better competitive foot—with those abroad, but one reads what he had to say the next day in vain to find anything which seems to have any particular point — except possibly to hand labor negotiators in the future some weapons for extracting more from their employers.

Certainly the Secretary of Labor did not add anything encouraging to the picture. The New York Times headlined that official's address with something to the effect that Mr. Goldberg had assured labor that under the plans of the President there would be "plenty of room" for wage increases — and when one reads the details of what the Secretary had to say, one can hardly find fault with that headline.

### A Noteworthy Study

Meanwhile, one of the most noted students of our national affairs, Professor Simon Kuznets, working with the National Bureau of Economic Research, of which Professor Arthur Burns, former chief economic adviser to President Eisenhower, has come forward with another monumental study of our economic progress during the past decades. It by all means should give the Administration and its advisers pause — but, we are afraid, will not. Professor Kuznets' books are always tedious, involved and sometimes a little obscure, but his voice is nonetheless

Continued from page 1

authoritative in this area, and should not be neglected by anyone.

This latest opus of the Professor—Capital in the American Economy: Its Formation and Financing—has not been long enough off the presses to permit thorough and detailed study, but it is plain enough from the press releases that his findings are of the utmost pertinency at this time and on their very face make it evident that at least some of the Administration's ideas on what is needed at this time are without sound basis in fact.

What the learned professor finds is what many of us have suspected — if no stronger word is warranted — for a long time, i.e., that far too much of our effort for a good many years has been devoted to the production of things which do not enlarge our productive capacity. We avoid the use of the words "saving" and "investment" since they have of late years been so often and so differently defined—we had almost said their meaning defined out of them — that one needs to spend most of his time making it clear what he means by such words if he is to be specific and well understood. Ordinary words serve our purpose better here.

What Professor Kuznets appears to have done is to unravel many of the strange quirks in our figures to find out just how much we put into productive plant and equipment each year over and above that part of existing plant and equipment that is worn out or become hopelessly obsolete. Of course, this is a figure quite different from the one ordinarily termed "investment." And he grapples with the fact that due to rising costs in recent years depreciation (which is ordinarily based on original cost) as reported each year does not even come near what it would actually cost to replace outworn or obsolete productive equipment. Investment in this sense, the Professor finds, has been seriously deficient for a good many years.

Yet the President is boasting about encouraging the devotion of more of our capital and labor to home building—which, of course, does not add to this type of investment. And in many other ways he would encourage growth of spending by consumers in ways that do not contribute at all to our productive capacity. No understanding of these simple facts is to be found in any of the recent addresses and outgivings.

It was Thomas Jefferson—the patron saint of the Democratic party — who once remarked: "I tremble for my country when I remember that God is just."

## Chicago Ass'n Of S. E. Firms

CHICAGO, Ill. — John J. Markham, partner of Hornblower & Weeks, was elected Chairman of the Chicago Association of Stock Exchange Firms at its annual meeting. He succeeds Francis C. Farwell, of William Blair & Co.

Mr. Markham is a native Chicagoan. A graduate of Princeton University, he joined Hornblower & Weeks in 1946 and became a partner in 1953. He is a member of the Investment Bankers Association of America and has been a director of the Chicago Association of Stock Exchange Firms since 1959. He also serves on the board of directors of several companies.

Other officers elected were William Witter of Dean Witter & Co., Vice-Chairman, and Scott Davis of Ralph W. Davis & Co., Treasurer. G. Fabian Brewer of Wm. Blair & Co., Arthur S. Grossman of Straus, Blosser & McDowell, John A. Orb of Merrill Lynch, Pierce, Fenner & Smith and Charles S. Werner of Shearson, Hammill & Co. were all elected to the Board of Governors to serve three-year terms.

Leonard J. Paidar of Goodbody & Co. was chosen as Chairman of next year's nominating committee. Others selected to serve on the 1962 nominating committee included Gerald V. Hollins, Jr. of Harris, Upham & Co., James M. Howe of Chapman, Howe & Co., William J. Lawlor, Jr. of Hornblower & Weeks and Francis R. Schanck, Jr. of Bacon, Whipple & Co.



John J. Markham

## Raff V.-P. of Blanchett, Hinton

SEATTLE, Wash.—Robert L. Raff has been elected Vice-President of Blanchett, Hinton, Jones & Granat, Inc., 1411 Fourth Avenue Building, and has been appointed Manager of the Sales Department.

Mr. Raff entered the investment business in 1949 and has been trained in all phases of the business, including Trading, Research and Portfolio work.

His entire business career to the present time has been devoted solely to investments with the exception of two years Army service, mainly in Austria.

## Prevor-Mayrshon International Stock All Sold

J. J. Krieger & Co., Inc., New York City, reports that the recent offering of 80,000 common shares of Prevor-Mayrshon International, Inc., at \$3.75 per share had been all sold. Net proceeds will be used by the company for advances to subsidiaries, sales promotion, payments to fruit growers, and for working capital.

The company of 99 Hudson St., New York, is engaged in the export, import, brokerage, and marketing on a wholesale level of fresh fruits, vegetables, frozen poultry and fresh and frozen blueberries.

## Whiteman Branch in NYC

F. J. Whitman Company of Santa Barbara, Calif., has opened a branch office at 80 Wall Street, New York City.

## THE SECURITY I LIKE BEST...

Continued from page 2

houses. Properties bought for resale could not be depreciated for tax purposes, leaving the company subject to 52% income tax which for 1960 alone totaled \$232,612.

In July, 1960, the company directed its long range policy toward net rentals, whereby all the property management chores were performed by others. This simplified the operation of Investors Funding and made possible a reduction in the number of personnel from 80 to 20. The expected acquisition of 25 or more investment properties during the next two years should be accomplished with little increase of personnel or overhead.

Now the major accent is on long-term leaseback whereby equity is retained, enhancement in value well assured, and an attractive fixed income obtained. By separating the land (fee) from the structure, Investors Funding has developed an exceedingly attractive formula.

Here's how it works. Investors Funding buys and assembles land suitable for building. It then leases this land to a builder at a net rental of 13%, calculated on the valuation that results from the assembling and clearing of a plot. The builder then puts up a building, obtaining an institutional mortgage. The lending institution may require that the land be subordinated to its mortgage. If the land purchase is completed prior to construction, the benefit of the depreciation charge accrues to the builder, but if the foregoing financial arrangements are made after construction has begun, the depreciation charge will apply to and benefit the fee holder.

A major attraction in any real estate investment is depreciation which, as a bookkeeping charge, permits the paying of cash distributions to equity holders which are fully or partially tax exempt. Depreciation allowances will now be, of course, an important factor in building up a tax-free cash flow for Investors Funding Corporation.

### The Financing Technique

Now what are the gains from this financing technique? Most important perhaps is the fact that the builder reduces to a minimum the amount of his own money he has put up for the venture. As the mortgage is amortized, the fee equity is constantly strengthened. (The builder may not remortgage without consent of Investors Funding and IFC usually shares in any additional cash raised.) Rental income is solidly assured and increasingly well protected; and the ownership of the land (fee) can lead to substantial capital gains. Investors Funding may even sell property through syndication, retaining a residual income-producing interest without an investment, plus a yearly service fee, and benefit through the right to repay the syndicate participant the amount of his investment, even though the mortgage has been reduced and the property has increased in value. Investors Funding now has outstanding syndications with property costs of \$35,000,000 and will endeavor to add \$25,000,000 a year to this figure. It now owns 20 buildings and 16 attractively located plots of vacant land representing a total cost in excess of \$18,300,000.

The company is also engaged in the purchase and sale of mortgages. It owns approximately 31% of the outstanding capital stock of Security Title and Guaranty Company—a 31-year-old title insurance company doing business in New York, New Jersey, Connecticut, Pennsylvania and Florida.

CAPITALIZATION	
Mortgage payable—	\$12,343,000
Debs. payable—	5,550,000
(subordinated)	
Pfd. stock \$5 par—	21,231 shs.
Class A stock—	150,076 shs.
Class B stock—	17,582 shs.
Warrants—1970—	32,305
Warrants—1965—	32,500

**Earnings Results — 1960**  
Cash flow for 1960, before depreciation and Federal income tax, totaled \$954,644, equal to \$9.10 per share on the 105,563 shares of common stock outstanding on Dec. 31, 1960. After Federal income taxes of \$282,612 and depreciation reserves of \$235,343, net income was reported at \$436,689—or \$4.14 per share.

Currently there is a construction backlog of approximately \$40,000,000 which represents buildings being erected on land owned. Some will be retained for investment and some will be syndicated. The corporation will retain interests in the profits of these syndicates and will also receive an annual fee for supervision. It is the opinion of management that there is sufficient additional business available to maintain and perhaps increase the backlog of \$40,000,000.

### Leverage Factor

Investors Funding Corporation is now developing into a form of finance company—with a product—land—and will enjoy the advantage of long-term income. This could result in much lower overhead and loss ratios then experienced by small loan or shell home companies, all of which must bear the burden of numerous offices, credit and collection departments, plus advertising and sales expense. With a 13% return, money borrowed at 8% produced 5% profit. If borrowings are but twice the equity capital, the 13% earned on capital becomes 23%. Debt ratio to capital of IFC upon completion of its recent financing, was \$5 of debt to \$1 of capital stock equity. To this ratio add the leverage effect of the present outstanding syndications with the possibility of \$25,000,000 additional syndications per year, all providing service charge revenues and having repayment clauses or refinancing of mortgage benefits to Investors Funding. The present and future leverage of this corporation's small stock issues is thus revealed as truly mountainous. Adding to the foregoing the fact that these assets, unlike those of other finance companies, provide the company with what is considered to be the best hedge against inflation—land—we spell out a most interesting and promising profit situation.

My knowledge of this situation dates back a number of years as does my first purchase of this company's stock.

Application has been made to list the class A stock on the American Stock Exchange. The present Over-the-Counter Market approximate price is 20.

## A. E. Masten Co. To Admit Partners

PITTSBURGH, Pa.—A. E. Masten & Company, First National Bank Building, members of the New York and Pittsburgh Stock Exchanges, on Jan. 1 will admit to Partnership Robert W. Ewing, Edward C. Kost, Arthur Tresch, Richard O. Whayland, and Ledlie W. Young, Jr.

Mr. Tresch is Manager of the firm's municipal department; Mr. Kost is in the trading department, and Mr. Ewing is bond department manager of the Wheeling office, 1300 Market Street.



# STATE OF TRADE AND INDUSTRY

Continued from page 16

delayed their entry into the buying race. When they do come into the market, it will strengthen ordering on a broad base.

Mills anticipate this surge from general users. One result is growing competition within the mills as finishing departments compete for first half ingots.

The recent upsurge in new business for December has wiped out inventories of semi-finished steel at some mills. In anticipation of the year-end surge, and also because fall steel consumption was less than expected, mills had built up stocks of semi-finished steel. Now, much of this is wiped out well before the first of the year.

While the general market has lagged behind the consumer goods makers, general orders have picked up, too. Orders for plate and structurals have moved up. Bar mills are also stepping up production to meet new orders. Warehouses have come into the market to build up their own stocks.

December now looks to be a very good month. Many big users have advanced January tonnage into December, even at the price of paying inventory taxes.

## Week's Steel Output Will Be Close to Year's Peak

Steel output this week will be close to the year's peak of 2,131,000 ingot tons poured in the final week of September, *Steel* magazine said.

Last week's production is estimated by the metalworking publication at 2.1 million tons, a 1.3% gain over the previous week's total.

The rise in production is supported by heavier bookings which are strengthening prospects that December's output will be the best of the year, surpassing October's.

Since most of the buying is for January and February delivery, it won't have much impact on December shipments, but it will cause the mills to step up their ingot production. They'll want plenty of semi-finished material on hand in the early weeks of 1962 so that they can keep their shipping commitments and accept new orders from customers planning big inventory buildups.

Heavy demand for flat-rolled products is giving the steel market the biggest boost it has had in weeks.

Bookings for wide heavy plates are the best that producers have seen all year.

Orders for cold rolled and galvanized sheets, both used in large quantities by automakers, are climbing rapidly.

Reflecting this demand for automotive steel is the level of steel-making operations in the Detroit district. Since the last week in October, it has been operating at the highest rate of production of all eleven of the steelmaking districts.

Automakers are planning to build 634,500 cars this month—more than they've produced in any December since that of 1955.

Producers of stainless and heat resisting steels expect their 1961 shipments to equal last year's even though figures for the first nine months of this year show a 42,000 ton deficit. Strong fourth quarter demand may boost the 1961 total to 575,000 or 580,000 tons.

Sheets, strip, plates, bars, and wire are in stronger demand, so it is apparent that automakers are not solely responsible. Some users may be building inventories, but the majority are buying because their consumption is going up.

The inventory buildup, plus strong automotive demand should push 1962 shipments of stainless and heat resisting steels to a near-record 660,000 tons.

Though consumer buying of scrap is lagging, *Steel's* composite price on No. 1 heavy melting steel rose 66 cents a ton to \$34.33 last week. Early resumption of volume demand is expected.

The export outlook for steel mill products is dim, *Steel* reports.

Imports will exceed exports by 1.2 million tons this year. The U. S. will have a foreign trade deficit in steel tonnage for the third year in a row and a much larger one than last year's 375,000 tons.

The outlook for 1962: Exports will probably fall one million tons short of imports. If there is a long steel strike, the surplus of imports over exports will be larger. In 1959, it was 2.7 million tons.

## Steel Production Data for the Week Ended Dec. 9, 1961

According to data compiled by the American Iron and Steel Institute, production for the week ended Dec. 9, 1961, was 158,000 tons (\*115.8%), or 4.1% above the output of 2,037,000 (\*113.3%) in the week ended Dec. 2.

Production this year through Dec. 9, 48 weeks, amounted to 91,111,000 (\*99.8%), or 3.7% below the period through Dec. 10, 1960.

The year to date production for 1960 through Dec. 10, 1960, 49 weeks was 94,598,000 tons or (\*103.6%).

The Institute concludes with index of Ingot Production by Districts for week ended Dec. 9, 1961, as follows:

	*Index of Ingot Production for Week Ended Dec. 9, 1961
North East Coast	113
Buffalo	113
Pittsburgh	105
Youngstown	98
Cleveland	121
Detroit	158
Chicago	126
Cincinnati	135
St. Louis	122
Southern	105
Western	108
Total	115.8

\* Index of production based on average weekly production for 1957-1959.

## Ward's Forecasts December Will Be Similar to November in Production

U. S. passenger car production, at a six-year high during November, will reach a similar level this month, *Ward's Automotive Reports* said.

The statistical agency forecast car output for the week will stay near the 22-month high attained last week when the industry turned out 164,834 units.

Ward's said that again this week 26 of 47 assembly plants extended operations into Saturday overtime, and estimated that 162,695 cars will be produced by the time the session ends. This will be off 1.3% from the week-ago total, but 20.2% ahead of 135,328 turned out in the same week a year ago.

Production of passenger cars this year passed the 5,000,000 mark on Wednesday, Dec. 6. The industry expects to build its two millionth 1962 model next Wednesday.

Supporting the current high level of output, Ward's noted that November's 73-month high of 585,000 new car sales was equal to 90.1% of production during the month, which was fixed at 646,015. New car inventories, as a result, remain below normal.

Ward's has predicted that fourth-quarter 1961 and first-quarter 1962 production combined will be the highest in the industry.

Ford Motor Co. assigned Saturday assembly programs to 14 of 16 plants, and slated highest output on a weekly basis in nearly two years. General Motors Corp. will have 11 plants working Sat-

urdays, eight in Chevrolet division. American Motors also is planning six-day operations. Chrysler Corp. and Studebaker-Packard completed the week's car making session on Friday, Dec. 8.

Of the weeks output, General Motors will account for 49.1%; Ford Motor Co. 30.2%; Chrysler Corp. 12.3%; American Motors 6.8%; and Studebaker-Packard 1.6%.

## Decline in Business Failures For Week Ended Dec. 7

Commercial and industrial failures dropped to 295 in the week ended Dec. 7, from 356 in the preceding week, reports Dun & Bradstreet, Inc. Casualties ran slightly below a year ago when 360 occurred in the similar week, but remained above the 248 in 1959. Current failures held even to the pre-war total of 297 in the corresponding week of 1939.

Failures involving liabilities of \$100,000 or more dropped to 35 from 46 a week ago and 43 last year. There was also a decline among smaller casualties with losses under \$100,000 to 260 from 310 in the previous week and 317 in the similar week of 1960.

Among retailers, the toll dropped to 149 from 178, among the construction contractors to 45 from 58, and among service businesses to 18 from 30. There was little change in manufacturing, at 60 as against 62 last week, or in wholesaling with 23 as against 28. Fewer concerns succumbed than a year ago in all industry and trade groups except manufacturing.

Six of the nine major geographic regions reported lower tolls during the week. The most noticeable decline took place in the Middle Atlantic States, off to 74 from 97, and in the East North Central States to 66 from 75. The week's only increase occurred in the New England States to 18 from 10. In seven areas, fewer failures occurred than in 1960 and two areas just about held even.

Canadian failures inched up to 38 from 35 in the preceding week but were below the 45 in the comparable week of 1960.

## Electric Output 7.1% Higher Than in 1960 Week

The amount of electric energy distributed by the electric light and power industry for the week ended Saturday, Dec. 9, was estimated at 16,084,000,000 kwh., according to the Edison Electric Institute. Output was 130,000,000 kwh. above that of the previous week's total of 15,954,000,000 kwh. and 1,071,000,000 kwh., or 7.1% above that of the comparable 1960 week.

## Lumber Shipments Were 4.4% Below Same Week in 1960

Lumber production in the United States in the week ended Dec. 2, totaled 204,523,000 board feet, compared with 174,596,000 board feet in the prior week, according to reports from regional associations. A year ago the figure was 203,935,000 board feet.

Compared with 1960 levels, output climbed three-tenths of 1%, shipments fell 4.4%, and orders dropped 11.7%.

Following are the figures in thousands of board feet for the weeks indicated:

	Dec. 2 1961	Nov. 25 1961	Nov. 18 1960
Production	204,523	174,596	203,935
Shipments	199,241	173,805	208,429
Orders	185,164	152,037	209,738

## Freight Car Loadings for Week Ended Dec. 2 Increased 15.9% Over Previous Week

Loading of revenue freight in the week ended Dec. 2, totaled 573,701 cars, the Association of American Railroads announced. This was an increase of 78,612 cars or 15.9% above the preceding week.

The loadings represented an increase of 50,765 cars or 9.7% above the corresponding week in 1960, but a decrease of 75,881 cars or

11.7% below the corresponding week in 1959.

There were 10,260 cars reported loaded with one or more revenue highway trailers or highway containers (piggyback) in the week ended Nov. 25, 1961 (which were included in that week's over-all total). This was an increase of 1,052 cars or 11.4% above the corresponding week of 1960 and an increase of 2,908 cars or 39.6% above the 1959 week.

Cumulative piggyback loadings for the first 47 weeks of 1961 totaled 533,917 for an increase of 28,971 cars or 5.7% above the corresponding period of 1960 and 156,473 cars or 41.5% above the corresponding period in 1959. There were 58 class I U. S. railroad systems originating this type traffic in the current week compared with 54 one year ago and 50 in the corresponding week in 1959.

## Intercity Truck Tonnage Was 9.6% Ahead of Corresponding Week Last Year

Intercity truck tonnage in the week ended Dec. 2, was 9.6% ahead of the volume in the corresponding week of 1960 the American Trucking Associations, Inc. announced. Truck tonnage was 18.5% ahead of the volume for the previous week of this year. The week-to-week increase is attributable to the Thanksgiving Day holiday preceding the week reported.

These findings are based on the weekly survey of 34 metropolitan areas conducted by the ATA Department of Research and Transport Economics. The report reflects tonnage handled at more than 400 truck terminals of common carriers of general freight throughout the country.

The terminal survey for last week showed increased tonnage from a year ago at 30 localities, while four points reflected tonnage decreases from the 1960 level. Truck terminals at Charlotte and Buffalo reflected tonnage increases of more than 20%. Sizable year-to-year tonnage gains were also shown at eight other points, each terminal city reflecting gains of more than 15%.

Compared to the immediately preceding week, 33 metropolitan areas registered increased tonnage, while only one area, Denver, reported a decrease.

## Wholesale Food Price Index Holds Steady in Latest Week Ended December 12

There was no change this week in the Wholesale Food Price Index, compiled by Dun & Bradstreet, Inc., which remained at \$5.95. For the 12th consecutive week, the index continued lower than a year ago, falling 3.3% short of the \$6.15 recorded on the similar day of 1960.

Strong declines in cocoa and raisins combined with moderate dips in hams and steers offset slightly higher prices at wholesale for wheat, oats, beef, lard, sugar, cottonseed oil, eggs and hogs.

The Dun & Bradstreet, Inc. Wholesale Food Price Index represents the sum total of the price per pound of 31 raw foodstuffs and meats in general use. It is not a cost-of-living index. Its chief function is to show the general trend of food prices at the wholesale level.

## Wholesale Commodity Price Index Continues Up in Latest Week

Boosted by higher prices in silver, steel scrap and grains, the general wholesale commodity price level continued up in the week ended Monday, Dec. 11, reports Dun & Bradstreet, Inc. At the highest level since October, the index exceeded substantially the comparable year-ago level. Few declines were registered this week—only corn, lambs, hides and tin were priced lower at wholesale than in the preceding week. On Monday, Dec. 11, the daily

wholesale commodity price index advanced to 273.64 (1930-32=100) from 272.55 a week ago and climbed appreciably above the 264.29 on the similar day last year.

## Pace in Consumer Buying Eases For Week Ended Dec. 6

Christmas shopping slowed moderately in the week ended Wednesday, Dec. 6, but stayed above comparable year-ago volume. Unfavorable weather, wet in some areas, warm in others, put a damper on Yule-buying enthusiasm. Despite a slackening in purchases of women's apparel and unevenness in home furnishings, men's and children's wear moved well, toys picked up, and automobile sales continued their rise to record levels.

The total dollar volume of retail trade in the week ranged from even to 4% higher than last year, according to spot estimates collected by Dun & Bradstreet, Inc. Regional estimates varied from comparable 1960 levels by the following percentages: Pacific —4 to 0; West North Central, West South Central and Mountain —3 to +1; New England —1 to +3; South Atlantic 0 to +4; East South Central +1 to +5; Middle Atlantic and East North Central +2 to +6.

## Nationwide Department Store Sales Increased 3% Over The 1960 Week

Department store sales on a country-wide basis as taken from the Federal Reserve Board's index reported a 3% rise for the week ended Dec. 2, 1961, compared with the like period last year. For the week ended Nov. 25, sales were 7% higher than last year. In the four-week period ended Dec. 2, 1961, sales advanced 5% over the corresponding period in 1960.

According to the Federal Reserve System Department store sales in New York City for the week ended Dec. 2, were 7% higher than compared with the same period last year. In the preceding week ended Nov. 25, sales were 7% higher than the same period last year. For the four weeks ending Dec. 2, a 6% increase was reported above the 1960 period while from Jan. 1 to Dec. 2, a 2% increase over sales in the comparable period of 1960 was recorded.

## Bache Absorbs East-West Secs.

SAN FRANCISCO, Calif.—Bache & Co., members of the New York Stock Exchange, has absorbed the investment business of the East-West Securities Co., Russ Building, members of the Pacific Coast Stock Exchange. Frank S. T. Hu, J. Robert Leon and Leland Boring, Partners of East-West Securities, have joined the staff of Bache & Co.

## Abraham & Co. To Admit Two

Abraham & Co., 120 Broadway, New York City, member of the New York Stock Exchange on Jan. 1 will admit Donald Gerstenzang and Frank Weinberg, Jr. to partnership. Mr. Gerstenzang is in charge of the firm's dealer relations and municipal departments. On the same date John N. Bleibtreu, General Partner, will become a limited partner.

## Chicago Analysts to Hear

CHICAGO, Ill.—The Investment Analysts Society will have Kenneth H. Klipstein, President of American Cyanamid Company, as guest speaker at their luncheon meeting to be held Dec. 14 at the Midland Hotel.



# Decisive Hour Has Arrived— New Trade Policies Vital

Continued from page 12

alarmist or irresponsible talk about our situation that can only increase the fears of others.

All of us must share in this effort—for this is a question, in part, of our national security. The largest single factor contributing to our dollar and gold drain is the cost of our forces stationed abroad. We are determined to shrink our balance of payments deficit—but we are unwilling to do it by pulling our troops back from overseas.

But we can be calm because of our basic international position is strong—this year's deficit will be lower than last year's—our gold stores are large and the outflow is easing—we will submit a balanced budget—and we are undergoing no damaging inflation. We can, over the next few years, offset with the help of our allies a billion dollars of our \$3 billion overseas defense outlays—reduce, with the help of the Congress, that portion of our capital flow to the industrialized countries which is stimulated by special tax inducements—cutback still further that portion of our foreign aid procurement which is not already spent here—and take the other steps I have mentioned, including an increase in our exports, for which all the additional tools we need are well within our reach.

## II

### Our Balance of Trade

One of those tools—one we urgently need for our own well-being—is a new trade and tariff policy. The Reciprocal Trade Agreements Act expires in June of next year. It must not simply be renewed—it must be replaced. If the West is to take the initiative in the economic arena—if the United States is to keep pace with the revolutionary changes in its trading world—if our exports are to retain and expand their position in world markets—then we need a new and bold instrument of American trade policy.

For the world of trade is no longer the same. Some 90% of the Free World's industrial production may soon be concentrated in two great markets—the United States of America and an expanded European Common Market. Our own example—of 50 states without trade barriers behind a common external tariff—helped to inspire the Common Market. Our support—ever since the close of World War II—has been thrown behind greater European unity. For we recognized long ago that such unity would produce a Europe in which the ancient rivalries that produced two world wars could rest in peace—a Europe in which the strength and destiny of Germany would be inextricably tied to the West—and a Europe no longer dependent on us, but on the contrary, strong enough to share in full partnership with us the responsibilities and initiatives of the Free World.

Now this new "house of Europe" we sought so long is actually rising, and it means vast new changes in our outlook as well. With the accession of the United Kingdom and other European nations, the Common Market will have almost twice as many people as we do—it will cover nations whose economies have been growing twice as fast as ours—and it will represent an area with a purchasing power which someday will rival ours. It could be—it should be—our biggest, our most reliable, our most profitable customer. Its consumer demands are growing—particularly for the type of goods we produce best, for American goods not previously sold and sometimes not even known in Eu-

ropean markets today. It is an historic meeting of need and opportunity: at the very time we urgently need to increase our exports, to protect our balance of payments and pay for our troops abroad, a vast new market is rising across the Atlantic.

### Entry of Our Exports into ECM

If, however, the United States is to enjoy this opportunity, it must have the means to persuade the Common Market to reduce its external tariffs to a level which permits our products to enter on a truly competitive basis.

That is why a trade policy adequate to deal with a large number of small states is no longer adequate. For almost 30 years, the Reciprocal Trade Agreements Act has strengthened our foreign trade policy. But today the approach and procedures provided for in that Act are totally irrelevant to the problems and opportunities we confront. Its vitality is gone—a fresh approach is essential—and the longer we postpone its replacement, the more painful that step will be when it happens.

For this is no longer a matter of local economic interest but of high national policy. We can no longer haggle over item-by-item reductions with our principal trading partners, but must adjust our trading tools to keep pace with world trading patterns—and the EEC cannot bargain effectively on an item-by-item basis.

I am proposing, in short, a new American trade initiative which will make it possible for the economic potential of these two great markets to be harnessed together into a team capable of pulling the full weight of our common military, economic and political aspirations. I am not proposing—nor is it either necessary or desirable—that we join the Common Market, alter our concepts of political sovereignty, establish a "rich man's" trading community, abandon our traditional most-favored-nation policy, create an Atlantic free trade area, or impair in any way our close economic ties with Canada, Japan and the rest of the Free World.

I am not proposing—nor is it either necessary or desirable—that in setting new policies on imports we do away altogether with our traditional safeguards and institutions. I believe we can provide more meaningful concepts of injury and relief, and far speedier proceedings. We can use tariffs to cushion adjustment instead of using them only to shut out competition. And the Federal Government can aid in that process of adjustment, through a program I shall discuss further.

### Why We Must Import More

For obviously our imports will increase—not as much as our exports, but they will increase. And we need those imports if other nations are to have the money to buy our exports and the incentive to lower their tariff barriers. We need those imports to give our consumers a wider choice of goods at competitive prices. We need those imports to give our industries and our defense establishment the raw materials they require at prices they can afford—and to keep a healthy pressure on our own producers and workers to improve efficiency, develop better products, and avoid the inflation that could price us out of markets vital to our own prosperity.

Finally, let me make it clear that I am not proposing a unilateral lowering of our trade barriers. What I am proposing is a joint step on both sides of the Atlantic, aimed at benefiting not only the exporters of the coun-

tries concerned but the economies of all the countries of the free world. Led by the two great Common Markets of the Atlantic, trade barriers in all the industrial nations must be brought down. Surely it will be said that the bold vision which produced the EEC will fall short if it merely transfers European protectionism from the national to the continental level.

### Why We Must Export More

But if we can obtain from the Congress, and successfully use in negotiations, sufficient bargaining power to lower Common Market restrictions against our goods, every segment of the American economy will benefit. There are relatively few members of the business community who do not or could not sell, transport, distribute or process either exports or imports. There are millions of American workers whose jobs depend on the sale of our goods abroad—making industrial sewing machines, or trucks, or aircraft parts, or chemicals, or equipment for oil fields or mining or construction. They may process lubricants or resin, they may dig coal or plant cotton. In fact, the average American farmer today already depends on foreign markets to sell the crops grown on one out of every six acres he plants—in wheat, cotton, rice and tobacco, to name but a few examples. Our consumers, as mentioned, will benefit most of all.

But if American industry cannot increase its sales to the Common Market, and increase this nation's surplus of exports over imports, our international payments position and our commitments for the defense of freedom will be endangered.

If American businessmen cannot increase or even maintain their exports to the Common Market, they will surely step up their investment in new American-owned plants behind those tariff walls so they can compete on an equal basis—thereby taking capital as well as jobs away from our own shores, and worsening still further our balance of payments position.

If American industry cannot increase its outlets in the Common Market, our own expansion will be stifled—the growth target of 50% in the Sixties, adopted last month by the 20 nations of OECD for their combined Gross National Product, will not be reached—and our business community will lack the incentives to lower prices and improve technology which greater competition would otherwise inspire. The industries which would benefit the most from increased trade are our most efficient—even though they pay our highest wages, their goods can compete with the goods of any other nation. Those who would benefit the least, and are unwilling to adjust to competition, are standing in the way, as the NAM Economic Advisory Committee pointed out last year, of greater growth and a higher standard of living. They are endangering the profits and jobs of others, our efforts against inflation, our balance of payments position, and, in the long run, their own economic well-being—for, in order to avoid exertion, they seem willing to accept paralysis.

### An Economic NATO to Oppose Communist Aims

Finally, let me add, if we cannot increase our sales abroad, we will diminish our stature in the Free World. Economic isolation and political leadership are wholly incompatible. The United Kingdom, faced with even more serious problems in her efforts to achieve both higher growth and a reasonable balance of payments, is moving with boldness, welcoming, in the Prime Minister's words, "the brisk shower of competition." We cannot do less. For if the nations of the West can

weld together on these problems a common program of action as extraordinary in economic history as NATO was unprecedented in military history, the long-range Communist aim of dividing and encircling us all is doomed to failure.

In every sense of the word, therefore, Capitalism is on trial as we debate these issues. For many years in many lands, we have boasted of the virtues of the marketplace under free competitive enterprise, of America's ability to compete, of the vitality of our system in keeping abreast with the times. Now the world will see whether we meant it or not—whether America will remain the foremost economic power in

the world—whether we will evacuate the field of power before a shot is fired, or go forth to meet new risks and tests of our ability.

The hour of decision has arrived. We cannot afford to "wait and see what happens," while the tide of events sweeps over and beyond us. We must use time as a tool, not as a couch. We must carve out our own destiny. This is what Americans have always done—and this, I have every confidence, is what we will do in each new trial that lies ahead.

\*An address by Mr. Kennedy before the 66th Congress of American Industry sponsored by the National Association of Manufacturers, New York City, Dec. 6, 1961.

## Looking Forward

Continued from page 5

be equivalent to about \$32.75 per share.

This is only modestly above the \$32.21 per share shown in 1960, and is under the \$34.31 per share reported in 1959. During 1959 the Averages ranged in price between 679 and 574.

In the ten-year period ending with 1960, the Dow-Jones Industrials sold on an average of 14.0 times earnings.

During 1959 the figure averaged 18.4 times, in 1960 it was 19.4 times, and at the present price level of 730, the figure, on 1961 earnings, is 22.3 times.

Obviously, the high market valuation being accorded current earnings is taking into consideration the anticipated further up-trend in corporate profits. The combination of a recovery in sales volume from the recession, along with the betterment in profit margins which normally characterizes a recovery from recession, should bring higher corporate earnings.

On the basis of the projected advance expected for the general economy in 1962, estimate earnings on the Dow-Jones Industrials could range between \$37 and \$39 per share. At the present price level of 730, the Dow-Jones Industrials are selling at 18.7 to 19.6 times such estimated earnings for next year.

From the standpoint of income return or yields, cash dividend payments on the Dow-Jones Industrials this year should be about \$21.20 per share. At 730, the current yield is 2.9%.

This is just about the lowest yield basis on which the Dow-Jones Industrials have sold in at least 32 years.

With higher earnings indicated for 1962, cash dividends may increase to around the \$22.75 per share mark. At the current price level, these higher cash dividends would yield 3.1%.

At the present time it will be noted that top-grade bonds yield about 4½% or better.

Viewing the market broadly, there can be small question that stock prices in general are already largely reflecting the betterment that can be envisioned for 1962. Further general market strength over coming months, as it appears now would be predicated on: (1) that the background of a rising economy is usually favorable to the stock market environment since (a) important liquidation is often minimized under such conditions; (b) confidence is strong enough to encourage new equity investments, and (c) further cyclical recovery can be reflected in greater demand for selected cyclical stocks which are still relatively reasonably priced on the basis of higher earnings over the coming interim period.

### Summary

What I come down to briefly, then is:

(1) The general economy should move higher before reaching a cyclical peak.

(2) Corporate earnings and dividends should improve over the coming year.

(3) Uncertainties, however, revolve around recurring international crises; the enigmatical "balance of payments" problem with all its ramifications; and Administration policies and actions on the domestic scene relative to wages and selling prices along with anti-trust suits and other business harassments.

(4) The over-all market continues on the high side relative to 1962 earnings and dividend expectations. When price-earnings ratios are at record high levels and dividend yields are at record low levels, there is less certainty about how the market may be influenced by favorable business, earnings and dividend developments.

(5) It may be borne in mind that a reaction is usually precipitated when optimistic expectations are changed by events—or the market over-anticipates beforehand the degree of economic betterment which eventually materializes.

(6) Greater attention for new commitments may be given stocks with relative earnings and dividend "value"—at this juncture, probably cyclical-type stocks which could do better marketwise with an improving interim earnings trend.

(7) Basic investment policy should continue to be based on conservatism and prudence at this advanced level of the general market. Recognizable and detectable indications of vulnerability exist although the economic recovery now in force can (a) postpone necessary general market price readjustments in over-priced issues, and (b) allow more reasonably valued stocks to move upward in line with improved interim earnings.

(8) The "timing" of psychological and basic influences however, can affect different groups at varying times. There is no set schedule for such things. For example, witness the disconcerting market price performance this year of many earlier popular "glamour" issues, where optimistic hopes and excessive price advances generated a high degree of vulnerability.

(9) In view of the factors discussed herein, and the continuing irregularity and mixed pattern which I foresee for the general market, I believe investment accounts should remain balanced with bonds and other fixed income securities for (a) yield; (b) relative maintenance of principal, and (c) future equity buying reserve; the degree of such "balance" being determined by the type and requirements of the individual or institution.



# Indications of Current Business Activity

The following statistical tabulations cover production and other figures for the latest week or month available. Dates shown in first column are either for the week or month ended on that date, or, in cases of quotations, are as of that date:

AMERICAN IRON AND STEEL INSTITUTE:						AMERICAN IRON AND STEEL INSTITUTE:			
Indicated steel operations (per cent capacity).....Dec. 9						Steel ingots and steel for castings produced (net tons)—Month of October.....			
Equivalent to—						Shipments of steel products (net tons)—			
Steel ingots and castings (net tons).....Dec. 9						Month of October.....			
AMERICAN PETROLEUM INSTITUTE:						AMERICAN ZINC INSTITUTE, INC.—Month of			
Crude oil and condensate output—daily average (bbls. of 42 gallons each).....Dec. 1						November:			
Crude runs to stills—daily average (bbls.).....Dec. 1						Slab zinc smelter output all grades (tons of 2,000 pounds).....			
Gasoline output (bbls.).....Dec. 1						Shipments (tons of 2,000 pounds).....			
Kerosene output (bbls.).....Dec. 1						Stocks at end of period (tons).....			
Distillate fuel oil output (bbls.).....Dec. 1						BANK DEBITS—BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM—Month of October (000's omitted).....			
Residual fuel oil output (bbls.).....Dec. 1						CASH DIVIDENDS—PUBLICLY REPORTED BY U. S. CORPORATIONS—U. S. DEPT. OF COMMERCE—Month of October: (000's omitted).....			
Stocks at refineries, bulk terminals, in transit, in pipe lines—						CIVIL ENGINEERING CONSTRUCTION—ENGINEERING NEWS RECORD—Month of November (000's omitted):			
Finished and unfinished gasoline (bbls.) at.....Dec. 1						Total U. S. construction.....			
Kerosene (bbls.) at.....Dec. 1						Private construction.....			
Distillate fuel oil (bbls.) at.....Dec. 1						Public construction.....			
Residual fuel oil (bbls.) at.....Dec. 1						State and municipal.....			
ASSOCIATION OF AMERICAN RAILROADS:						Federal.....			
Revenue freight loaded (number of cars).....Dec. 2						COKE (BUREAU OF MINES)—Month of Oct.:			
Revenue freight received from connections (no. of cars).....Dec. 2						Production (net tons).....			
CIVIL ENGINEERING CONSTRUCTION—ENGINEERING NEWS-RECORD:						Oven coke (net tons).....			
Total U. S. construction.....Dec. 7						Beehive coke (net tons).....			
Private construction.....Dec. 7						Oven coke stocks at end of month (net tons).....			
Public construction.....Dec. 7						COMMERCIAL PAPER OUTSTANDING—FEDERAL RESERVE BOARD OF NEW YORK—As of Oct. 31 (000's omitted).....			
State and municipal.....Dec. 7						COTTON AND LINTERS—DEPARTMENT OF COMMERCE—RUNNING BALES:			
Federal.....Dec. 7						Consumed, month of October.....			
COAL OUTPUT (U. S. BUREAU OF MINES):						In consuming establishments as of Oct. 28.....			
Bituminous coal and lignite (tons).....Dec. 2						In public storage as of Oct. 28.....			
Pennsylvania anthracite (tons).....Dec. 2						Linters—Consumed, month of October.....			
DEPARTMENT STORE SALES INDEX—FEDERAL RESERVE SYSTEM—1947-49 AVERAGE=100.....Dec. 2						Stocks—Oct. 28.....			
EDISON ELECTRIC INSTITUTE:						Cotton spindles active as of Oct. 28.....			
Electric output (in 000 kwh.).....Dec. 9						DEPARTMENT STORE SALES—FEDERAL RESERVE SYSTEM—1947-49 Average=100—Month of November:			
FAILURES (COMMERCIAL AND INDUSTRIAL)—DUN & BRADSTREET, INC. ....Dec. 7						Adjusted for seasonal variation.....			
IRON AGE COMPOSITE PRICES:						Without seasonal adjustment.....			
Finished steel (per lb.).....Dec. 4						LIFE INSURANCE BENEFIT PAYMENTS TO POLICYHOLDERS—INSTITUTE OF LIFE INSURANCE—Month of September:			
Pig iron (per gross ton).....Dec. 4						Death benefits.....			
Scrap steel (per gross ton).....Dec. 4						Matured endowments.....			
METAL PRICES (E. & M. J. QUOTATIONS):						Disability payments.....			
Electrolytic copper.....						Annuity payments.....			
Domestic refinery at.....Dec. 6						Surrender values.....			
Export refinery at.....Dec. 6						Policy dividends.....			
Lead (New York) at.....Dec. 6						Total.....			
Lead (St. Louis) at.....Dec. 9						LIFE INSURANCE PURCHASES—INSTITUTE OF LIFE INSURANCE—Month of September (000's omitted):			
Zinc (delivered) at.....Dec. 6						Ordinary.....			
Zinc (East St. Louis) at.....Dec. 6						Industrial.....			
Aluminum (primary pig, 99.5% at.....Dec. 6						Group.....			
Straits tin (New York) at.....Dec. 6						Total.....			
MOODY'S BOND PRICES DAILY AVERAGES:						METAL PRICES (E. & M. J. QUOTATIONS)—November:			
U. S. Government Bonds.....Dec. 12						Copper—			
Average corporate.....Dec. 12						Domestic refinery (per pound).....			
Aaa.....Dec. 12						Export refinery (per pound).....			
Aa.....Dec. 12						††London, prompt (per long ton).....			
A.....Dec. 12						††Three months, London (per long ton).....			
Baa.....Dec. 12						Lead—			
Railroad Group.....Dec. 12						Common, New York (per pound).....			
Public Utilities Group.....Dec. 12						Common, East St. Louis (per pound).....			
Industrials Group.....Dec. 12						††London, prompt (per long ton).....			
MOODY'S BOND YIELD DAILY AVERAGES:						††Three months, London (per long ton).....			
U. S. Government Bonds.....Dec. 12						Zinc—			
Average corporate.....Dec. 12						East St. Louis (per pound).....			
Aaa.....Dec. 12						§§Prime Western, delivered (per pound).....			
Aa.....Dec. 12						††London, prompt (per long ton).....			
A.....Dec. 12						††London, three months (per long ton).....			
Baa.....Dec. 12						Silver and Sterling Exchange—			
Railroad Group.....Dec. 12						Silver, New York (per ounce).....			
Public Utilities Group.....Dec. 12						Silver, London (per ounce).....			
Industrials Group.....Dec. 12						Sterling Exchange (check).....			
MOODY'S COMMODITY INDEX.....Dec. 12						Tin, New York Straits.....			
NATIONAL PAPERBOARD ASSOCIATION:						Gold (per ounce U. S. price).....			
Orders received (tons).....Dec. 2						Quicksilver (per flask of 76 pounds).....			
Production (tons).....Dec. 2						Antimony—			
Percentage of activity.....Dec. 2						†New York, boxed (per pound).....			
Unfilled orders (tons) at end of period.....Dec. 2						Laredo, bulk (per pound).....			
OIL, PAINT AND DRUG REPORTER PRICE INDEX—1949 AVERAGE=100.....Dec. 8						Laredo, boxed (per pound).....			
ROUND-LOT TRANSACTIONS FOR ACCOUNT OF MEMBERS, EXCEPT ODD-LOT DEALERS AND SPECIALISTS						Aluminum—			
Transactions of specialists in stocks in which registered—						99% grade ingot weighted average (per lb.).....			
Total purchases.....Nov. 17						99% grade primary pig export.....			
Short sales.....Nov. 17						**Nickel.....			
Other sales.....Nov. 17						Bismuth (per pound).....			
Total sales.....Nov. 17						Platinum, refined (per pound).....			
Other transactions initiated off the floor—						Cadmium (per pound, delivered ton lots).....			
Total purchases.....Nov. 17						(Per pound, small lots).....			
Short sales.....Nov. 17						Cobalt, 97% grade (per pound).....			
Other sales.....Nov. 17						PRICES RECEIVED BY FARMERS—INDEX NUMBER—U. S. DEPT. OF AGRICULTURE—1910-1914=100—As of Oct. 15:			
Total sales.....Nov. 17						All farm products.....			
Total round-lot transactions for account of members—						Crops.....			
Total purchases.....Nov. 17						Commercial vegetables, fresh.....			
Short sales.....Nov. 17						Cotton.....			
Other sales.....Nov. 17						Feed, grain and hay.....			
Total sales.....Nov. 17						Food grains.....			
Total round-lot stock sales on the N. Y. STOCK EXCHANGE AND ROUND-LOT STOCK TRANSACTIONS FOR ACCOUNT OF MEMBERS (SHARES):						Fruit.....			
Total round-lot sales.....Nov. 17						Oil-bearing crops.....			
Short sales.....Nov. 17						Potatoes.....			
Other sales.....Nov. 17						Tobacco.....			
Total sales.....Nov. 17						Livestock.....			
WHOLESALE PRICES, NEW SERIES—U. S. DEPT. OF LABOR (1947-49=100):						Dairy products.....			
Commodity Group.....Dec. 5						Meat animals.....			
All commodities.....Dec. 5						Poultry and eggs.....			
Farm products.....Dec. 5						Wool.....			
Processed foods.....Dec. 5						RAILROAD EARNINGS CLASS I ROADS (ASSOCIATION OF AMERICAN RRs.)—Month of October:			
Meats.....Dec. 5						Total operating revenues.....			
All commodities other than farm and foods.....Dec. 5						Total operating expenses.....			
						Taxes.....			
						Net railway operating before charges.....			
						Net income after charges (estimated).....			
						*Revised figure. †Estimated totals based on reports from companies accounting for 96% of primary, 95% of secondary tin consumption in 1957 and 97% of total stocks end of 1957. ‡Domestic five tons or more but less than carload lot boxed. §§Delivered where freight from East St. Louis exceeds 0.5c. **F.o.b. Fort Coburn, U. S. duty			



# Securities Now in Registration

★ INDICATES ADDITIONS  
SINCE PREVIOUS ISSUE  
• ITEMS REVISED

**NOTE**—Because of the large number of issues awaiting processing by the SEC, it is becoming increasingly difficult to predict offering dates with a high degree of accuracy. The dates shown in the index and in the accompanying detailed items reflect the expectations of the underwriter but are not, in general, to be considered as firm offering dates.

## ABC Air Freight Co., Inc.

Oct. 25, 1961 filed 105,000 common. Price—By amendment. Business—Furnishing of air freight services throughout the U. S. Proceeds—For expansion. Office—467 Tenth Ave., N. Y. Underwriter—Flomenhaft, Seidler & Co., N. Y. Offering—Expected in January.

## ABC Cellophane Corp.

Sept. 7, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—A converter of packaging material, producing polyethylene and cellophane bags and sheets. Proceeds—For a new plant and equipment and working capital. Office—1368-72 Utica Ave., Brooklyn. Underwriter—Havener Securities Corp., N. Y. Offering—Jan.

## A. & M. Instrument, Inc. (1/16)

Oct. 19, 1961 filed 150,000 common. Price—\$3.50. Business—Manufacture of instrument testing and measuring devices for the electronic and electrical industries. Proceeds—For debt repayment and general corporate purposes. Office—48-01 31st Ave., Long Island City, N. Y. Underwriters—Crosse & Co., Inc.; V. S. Wickett & Co., Inc., and Thomas, Williams & Lee, N. Y.

## Abbey Rents

Sept. 25, 1961 filed 200,000 capital shares, of which 100,000 will be sold by the company and 100,000 by stockholders. Price—By amendment. Business—Rental and sale of party, sickroom and hospital equipment. Proceeds—Expansion, inventory and working capital. Underwriter—William R. Staats & Co., Los Angeles.

## Aceto Chemical Co., Inc.

Sept. 27, 1961 filed 88,000 common. Price—\$5. Business—Purchase and sale of chemicals and by-products. Proceeds—For expansion, sales promotion, and working capital. Office—40-40 Lawrence St., Flushing, N. Y. Underwriter—Karen Securities Corp., N. Y.

## Acratex Chemical Coatings, Inc.

Aug. 8, 1961 ("Reg. A") 99,900 common. Price—\$3. Business—The manufacture of a wallcovering product. Proceeds—For expansion and general corporate purposes. Office—Easton St., Ronkonkoma, N. Y. Underwriter—Tyche Securities Inc., N. Y. Note—This letter will be refiled.

## Acro Electronic Products Co. (12/18-22)

July 17, 1961 filed 100,000 class A common shares. Price—\$4. Business—The manufacture of transformers for electronic and electrical equipment. Proceeds—For relocating to and equipping a new plant, purchase of inventory, research and development, advertising, promotion and merchandising, repayment of debt and other corporate purposes. Office—369 Shurs Lane, Philadelphia. Underwriter—Roth & Co., Inc., Philadelphia.

## Acrylic Optics Corp.

Nov. 28, 1961 ("Reg. A") \$240,000 of 15-year 6% convertible subordinated debentures; and 40,000 common shares. Price—For debentures at par; for stock, \$1.25. Business—Research, design and manufacture of contact lenses and accessories. Proceeds—For expansion. Office—1928 Firth National Bank, Detroit. Underwriter—A. D. Gilhard & Co., Inc., N. Y.

## Advance Cable Systems Corp.

Nov. 30, 1961 ("Reg. A") 55,000 common. Price—\$4. Business—Design, manufacture and installation of electronic cable systems and hardware. Proceeds—For debt repayment, equipment and working capital. Office—12806 Bradley Ave., Sylmar, Calif. Underwriter—B. B. George Securities, Ltd., N. Y.

## Aero-Dynamics Corp.

Aug. 7, 1961 filed 100,000 common shares. Price—\$5. Business—The importation and distribution of Italian marble and mosaic tiles. Proceeds—For the purchase and installation of new moulds, machinery and equipment, research and general corporate purposes. Office—250 Goffle Road, Hawthorne, N. J. Underwriters—Cambridge Securities, Inc. and Edward Lewis Co., Inc., N. Y. Offering—Expected in late January.

## Aerological Research, Inc. (12/18-19)

Aug. 29, 1961 filed 100,000 common. Price—\$3.50. Business—The manufacture of instruments for aerology, meteorology, oceanography, geophysics and atmospheric phenomenon. Proceeds—For working capital. Office—420 Division St., Long Branch, N. J. Underwriter—A. D. Gilhard & Co., Inc., N. Y.

## Agency Tile Industries, Inc. (1/8-12)

Sept. 6, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—Importing, marketing and distributing ceramic tiles. Proceeds—Debt payment, new products, sales promotion and advertising, new office and warehouse and working capital. Office—522 W. 29th St., N. Y. Underwriter—International Services Corp., Paterson, N. J.

## Air Master Corp.

May 26, 1961 filed 200,000 shares of class A common stock, of which 50,000 shares are to be offered for public sale by the company and 150,000 outstanding shares by the present holders thereof. Price—To be supplied by

amendment. Business—The manufacture and sale of aluminum storm windows and doors, and other aluminum products. Proceeds—For working capital, and other corporate purposes. Office—20th Street, and Allegheny Avenue, Philadelphia, Pa. Underwriter—Francis I. du Pont & Co., New York City (managing).

## Airtechnology Corp.

Nov. 15, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Electronic research, development and manufacture under U. S. Govt. contract. Proceeds—For investment in own and other companies, and working capital. Office—640 Memorial Dr., Cambridge, Mass. Underwriter—Schirmer, Atherton & Co., Boston.

## Airtronics International Corp. of Florida

July 29, 1961 filed 199,000 common, of which 110,000 are to be offered by the company and 89,000 by stockholders. Price—By amendment. Business—Manufacture of electronic, mechanical and components. Proceeds—Repayment of loans, expansion and working capital. Office—6900 West Road 84, Fort Lauderdale, Fla. Underwriters—Stein Bros. & Boyce, Baltimore and Vickers, McPherson & Warwick, Inc., N. Y. Offering—Expected in Jan.

## Alan-Randal Co., Inc.

Oct. 27, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—Distributor of pens and other advertising material. Proceeds—For working capital. Office—11608 Ventura Blvd., Studio City, Calif. Underwriter—Pacific Coast Securities Co., San Francisco, Calif. Offering—Expected in January.

## Alaska Pacific Lumber Co.

Nov. 17, 1961 filed 250,000 common. Price—By amendment. Business—A lumber company. Proceeds—For construction and working capital. Office—614 Equitable Bldg., Portland, Ore. Underwriter—Dempsey-Tegeler & Co., Inc., St. Louis. Offering—Expected in late January.

## Albert Voigt Industries, Inc. (12/27-29)

Aug. 29, 1961 filed 80,000 common. Price—\$4. Business—The manufacture of metal store fixtures, show cases and related items. Proceeds—For repayment of loans, working capital, a leasehold improvement and moving expenses. Office—14-20 Dunham Pl., Brooklyn, N. Y. Underwriter—David Barnes & Co., Inc., N. Y. C.

## Al-Crete Corp.

Sept. 20, 1961 filed 127,000 class A common. Price—\$3. Business—Development and manufacture of a new variety of building products. Proceeds—For construction of a new plant. Office—4800 Baltimore Ave., Hyattsville, Md. Underwriter—Whitehall Securities Corp., Pittsburgh.

## All Star World Wide, Inc. (12/26-29)

July 7, 1961 filed \$250,000 of 5% convertible subordinated debentures due 1971 and 150,000 common shares. Price—For debentures, at par; for stock, \$5. Business—Joint venture with Brunswick Corp. to establish and operate bowling centers in Europe. Proceeds—For expansion and general corporate purposes. Office—100 W. Tenth St., Wilmington, Del. Underwriters—Alessandrini & Co., Inc. and Hardy & Hardy, New York (managing).

## All-State Auto Rental Corp.

Sept. 28, 1961 filed 50,000 common. Price—\$4. Business—Leases motor vehicles. Proceeds—For working capital. Office—31-04 Northern Blvd., Long Island City, N. Y. Underwriter—None.

## All Weather Roll N' Ice, Inc.

Nov. 6, 1961 ("Reg. A") 25,000 common. Price—\$3. Business—Operation of a roller skating and ice skating rink. Proceeds—For expansion and working capital. Office—Copiague, L. I., N. Y. Underwriters—Richard Gray Co. (mgr.) and Weinberg, Ost & Co., N. Y.

## Allied Capital Corp.

Oct. 20, 1961 filed 213,427 common, of which 200,000 will be offered to the public and 13,427 to stockholders on a 1-for-10 basis. Price—By amendment. Business—A small business investment company. Proceeds—For investment. Office—7720 Wisconsin Ave., Bethesda, Md. Underwriter—Allen & Co., N. Y. Offering—In Jan.

## Allison Industries, Inc.

Nov. 2, 1961 ("Reg. A") 60,000 common. Price—\$3. Business—Design and manufacture of board games, toys and Christmas stockings. The company also operates a discount department store. Proceeds—Expansion, product development and working capital. Office—1015 Jefferson Ave., Brooklyn, N. Y. Underwriter—S. Apfelbaum Co., 39 Broadway, N. Y.

## Allo Precision Metals Engineering, Inc.

Oct. 3, 1961 ("Reg. A") 85,000 common. Price—\$3. Proceeds—For debt repayment, equipment, and working capital. Office—Congressional Airport, Rockville, Md. Underwriter—Davis & Leach, Inc., Washington, D. C. Offering—Imminent.

## Almo Industrial Electronics Inc.

Nov. 27, 1961 filed 155,000 class A shares. Price—By amendment. Business—Wholesaler and distributor of electronic parts manufactured by others. Proceeds—For working capital. Office—412 N. 6th St., Philadelphia. Underwriters—C. C. Collings & Co., Inc. and Harrison & Co., Philadelphia.

## Alson Mfg. Co. (1/2-5)

Aug. 28, 1961 ("Reg. A") 75,000 common. Price—\$4. Proceeds—For equipment, repayment of loans and working capital. Office—2690 N. E. 191st St., Miami, Fla. Underwriter—Albion Securities Co., Inc., N. Y.

## Aluma-Rail, Inc.

Sept. 28, 1961 ("Reg. A") 100,000 common. Price—\$2.25. Business—Manufacture of new color anodized aluminum chain link fencing. Proceeds—For inventory and plant

expansion. Office—44 Passaic Ave., Kearny, N. J. Underwriter—To be named.

## Alumatron International, Inc.

Nov. 13, 1961 filed 73,000 common. Price—\$7. Business—Company plans to construct special type homes, and engage in the general contracting business. Proceeds—For general corporate purposes. Office—St. Petersburg, Fla. Underwriters—Wm. H. Tegtmeyer & Co., Chicago and B. C. Malloy, Inc., St. Petersburg.

## Alyeska Ski Corp.

Oct. 12, 1961 ("Reg. A") 240,000 common. Price—\$1.25. Business—Operation of ski facilities. Proceeds—For general corporate purposes. Address—P. O. Box 1882, Anchorage, Alaska. Underwriter—Paul Nichols Co., Inc., Anchorage, Alaska.

## Amacorp Industrial Leasing Co., Inc.

Sept. 27, 1961 filed \$3,000,000 of 6½% conv. subord. debentures due 1971. Price—By amendment. Business—Financing and lease of industrial and office equipment. Proceeds—Repay debt and increase working capital. Office—34 S. Stoneman Ave., Alhambra, Calif. Underwriter—McDonnell & Co., Inc., N. Y.

## Ancap Investment Inc.

Oct. 2, 1961 filed 250,000 common. Price—\$11.25. Business—A small business investment company. Proceeds—For investment. Address—Chicago. Underwriter—None.

## Amerel Mining Co. Ltd.

July 31, 1961 filed 400,000 common shares. Price—50 cents. Business—The company is engaged in exploration, development and mining. Proceeds—For diamond drilling, construction, exploration and general corporate expenses. Office—80 Richmond St., W., Toronto. Underwriter—E. A. Manning, Ltd., Toronto. Offering—Jan.

## American Book-Stratford Press, Inc.

Oct. 27, 1961 filed 430,000 common. Price—By amendment. Business—Manufacture of hard-bound books for publishers. Proceeds—For selling stockholders. Office—75 Varick St., N. Y. Underwriter—Bear Stearns & Co., N. Y. Offering—Expected sometime in January.

## American Building Maintenance Industries

Oct. 19, 1961 filed 141,000 capital shares, of which 30,000 shares are to be offered by the company and 111,000 shares by stockholders. Price—By amendment. Business—Providing of building maintenance services. Proceeds—For general corporate purposes. Office—335 Fell St., San Francisco. Underwriters—Carl M. Loeb, Rhoades & Co., N. Y. and Sutro & Co., San Francisco. Offering—Expected in January.

## American Cellulose Corp. (1/2-5)

Oct. 19, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Design, manufacture and sale of cellulose acetate and other semi-rigid plastic type transparent containers. Proceeds—For debt repayment and general corporate purposes. Office—27-01 Bridge Plaza N., Long Island City, N. Y. Underwriter—Doran, Norman & Co., Inc., N. Y.

## American Development Corp.

Nov. 29, 1961 filed 60,000 common. Price—\$6. Business—Development and sale of vacant land. Proceeds—Debt repayment and other corporate purposes. Office—1068 Broad St., Newark, N. J. Underwriter—To be named.

## American Electronic Laboratories, Inc.

May 26, 1961 filed 10,632 of class A common being offered for subscription by stockholders at the rate of one new for each 10 held of record Nov. 29 with rights to expire Dec. 15, 1961. Price—\$27. Business—The company is engaged in research and development in the field of electronic communication equipment. Proceeds—For construction, new equipment, and other corporate purposes. Office—121 North Seventh Street, Philadelphia. Underwriter—Supplee, Yeatman, Mosley Co., Inc., Phila.

## American Finance Co., Inc.

April 21, 1961 filed \$500,000 of 6% convertible subordinated debentures due 1971; 75,000 shares of common

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stock, and 25,000 common stock purchase warrants to be offered for public sale in units consisting of one \$200 debenture, 30 common shares and 10 warrants. **Price**—\$500 per unit. **Business**—The company and its subsidiaries are primarily engaged in the automobile sale finance business. One additional subsidiary is a Maryland savings and loan association and two are automobile insurance brokers. **Proceeds**—For the retirement of debentures, and capital funds. **Office**—1472 Broadway, N. Y. **Underwriter**—Myron A. Lomasney & Co., N. Y. **Note**—The SEC has instituted "stop order" proceedings challenging the accuracy and adequacy of this statement.

#### American Financial Corp. (12/18-22)

Nov. 13, 1961 filed 150,000 common, of which 50,000 are to be offered by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—The operation of three savings and loan associations, an equipment, automobile and truck leasing system and a general contracting business. **Proceeds**—For leasing program, to increase holdings in a subsidiary and for working capital. **Office**—3955 Montgomery Rd., Norwood, Ohio. **Underwriters**—Shearson, Hammill & Co., N. Y. and Westheimer & Co., Cincinnati.

#### American Micro Devices, Inc.

Aug. 2, 1961 filed 1,500,000 class A common shares. **Price**—\$1.15. **Business**—The manufacture of electronic components. **Proceeds**—The purchase of equipment and materials, operational expenses, working capital and rewriter. **Naftalin & Co., Inc.**, Minneapolis. **Offering**—Expected in early January.

#### American Modular Manufacturing Corp.

Nov. 27, 1961 filed 200,000 common. **Price**—\$2.50. **Business**—Manufacture of a type of component constructed home. **Proceeds**—For debt repayment, equipment, and working capital. **Office**—4950 71st Ave., North, Pinellas Park, Fla. **Underwriter**—Equity Securities Co., N. Y.

#### American Realty & Petroleum Corp. (1/8-12)

Sept. 28, 1961 filed \$2,000,000 of 6½% conv. subord. debentures due 1971. **Price**—At par. **Business**—Real estate and also the oil and gas business. **Proceeds**—For repayment of debt, sales and advertising, property improvements and possible acquisitions. **Office**—16 W. 61st St., N. Y. **Underwriter**—Troster, Singer & Co., N. Y.

#### American Safety Equipment Corporation

Sept. 28, 1961 filed 80,000 common. **Price**—\$10. **Business**—Manufacture of safety seat belts. **Proceeds**—Inventory, machinery, and research. **Office**—261 Madison Ave., N. Y. **Underwriter**—Charles Plohn & Co., N. Y. **Offering**—Expected sometime in January.

#### American Sports Plan, Inc.

June 29, 1961 filed 200,000 common shares. **Price**—\$6. **Business**—The operation of bowling centers. **Proceeds**—For expansion. **Office**—473 Winter Street, Waltham, Mass. **Underwriter**—None.

#### Anaconda Real Estate Investment Trust

Oct. 3, 1961 filed 163,636 shares of beneficial interests. **Price**—\$10. **Business**—Real estate investing. **Proceeds**—For purchase of real estate in Florida. **Office**—1776 E. Sunrise Blvd., Fort Lauderdale, Fla. **Underwriter**—None.

#### Anchor Alloys, Inc.

Oct. 27, 1961 ("Reg. A") 50,000 common. **Price**—\$6. **Business**—Purifying, alloying, and fabricating metals as components for the semi-conductor industry. **Proceeds**—For general corporate purposes. **Office**—968 Meeker Ave., Brooklyn, N. Y. **Underwriters**—Charles Plohn & Co., B. W. Pizzini & Co., Inc. and Atlas Securities Corp., New York. **Offering**—Expected sometime in February.

#### Anchor Industries Corp.

Nov. 24, 1961 filed 38,500 common. **Price**—\$8. **Business**—Design and fabrication of precision sheet metal products. **Proceeds**—For machinery research, sales promotion, and working capital. **Office**—26 Essex St., Hackensack, N. J. **Underwriter**—Amber, Burstein & Co., Inc., New York.

#### Anoroc Products, Inc.

Oct. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Fabrication, manufacture and assembly of glass enclosures for bathtubs. **Proceeds**—For debt repayment and general corporate purposes. **Office**—181-14 Jamaica Ave., Jamaica, N. Y. **Underwriters**—G. Everett Parks & Co., Inc. and Parker Co., N. Y. **Offering**—Expected in early January.

#### Arizona Biochemical Co.

Nov. 14, 1961 filed 200,000 common. **Price**—\$4. **Business**—Company plans to construct and operate refuse disposal plants. **Proceeds**—For general corporate purposes. **Office**—1001 N. Central Ave., Phoenix. **Underwriter**—Globus, Inc., N. Y. **Offering**—In January.

#### Arkwin Industries, Inc.

Nov. 28, 1961 filed 80,000 common, of which 25,000 are to be offered by the company and 55,000 by a selling stockholder. **Price**—\$5. **Business**—Designs and manufactures precision hydraulic, pneumatic and fuel valves and control mechanisms for aircraft missiles, etc. **Proceeds**—For equipment and sales expansion. **Office**—648 Main St., Westbury, N. Y. **Underwriters**—Sterling, Grace & Co. and D. H. Blair & Co., N. Y.

#### Aronoff & Richling, Inc.

Nov. 27, 1961 filed 54,000 common. **Price**—By amendment. **Business**—Design and manufacture of women's junior sizes. **Proceeds**—For selling stockholders. **Office**—1400 B'way, N. Y. **Underwriter**—Carreau & Co., N. Y.

#### Artlin Mills, Inc.

Sept. 28, 1961 filed 135,000 class A common shares. **Price**—\$5. **Business**—The purchase, conversion, decoration, gift packaging and distribution of terrycloth towels and cotton pillow cases. **Proceeds**—For inventory, repayment of loans and working capital. **Office**—1030 Pearl St.,

Long Branch, N. J. **Underwriter**—Mortimer B. Burnside & Co., Inc., N. Y.

#### Arwood Corp.

Nov. 21, 1961 filed 230,000 common, of which 110,000 are to be offered by the company and 120,000 by the stockholders. **Price**—By amendment. **Business**—Manufacture of custom made castings. **Proceeds**—For plant improvement. **Office**—321 W. 44th St., N. Y. **Underwriter**—Bear, Stearns & Co., N. Y. **Offering**—In February.

#### Astro-Science Corp.

Sept. 27, 1961 filed 232,500 common, of which 150,000 are to be offered by the company and 82,500 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of ground systems and equipment for the support and servicing of electronic systems, aircraft and missiles. **Proceeds**—Repay debt and increase working capital. **Office**—9449 W. Jefferson Blvd., Culver City, Calif. **Underwriter**—W. C. Langley & Co., N. Y.

#### Atlantic Capital Corp.

Aug. 29, 1961 filed 500,000 common. **Price**—\$12.50. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—744 Broad St., Newark, N. J. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y. C. **Offering**—Expected sometime in Jan.

#### Atlanta Motor Lodges, Inc.

Oct. 30, 1961 filed 150,000 common. **Price**—\$10. **Business**—Operation of motels. **Proceeds**—For expansion and working capital. **Office**—120 North Ave., N. W., Atlanta, Ga. **Underwriter**—The Robinson-Humphrey Co., Inc., Atlanta, Ga.

#### Atlas Electronics Inc.

Sept. 28, 1961 filed 185,000 common. **Price**—\$2.10. **Business**—Distribution of electronic components, parts and equipment. **Proceeds**—To repay debt, purchase inventory, and increase working capital. **Office**—774 Pfeiffer Blvd., Perth Amboy, N. J. **Underwriters**—Hay, Fales & Co. and McLaughlin, Kaufman & Co., N. Y.

#### ★ Atlas Hotels, Inc.

Nov. 28, 1961 ("Reg. A") 30,000 common. **Price**—\$10. **Business**—Operation of motor hotels. **Proceeds**—For working capital. **Office**—500 Hotel Circle, San Diego. **Underwriter**—J. A. Hogle & Co., Salt Lake City.

#### Atmospheric Controls, Inc.

Aug. 22, 1961 ("Reg. A") 40,000 common. **Price**—\$3.50. **Proceeds**—For repayment of loans, acquisition and working capital. **Office**—715 N. Fayette St., Alexandria, Va. **Underwriter**—First Investment Planning Co., Washington, D. C.

#### Ausco, Inc.

Oct. 12, 1961 filed 110,000 common. **Price**—\$3. **Business**—Design, development, and manufacture of high pressure aircraft and missile valves. **Proceeds**—For engineering, product development, inventories, advertising, expansion and working capital. **Office**—17 W. 60th St., N. Y. **Underwriter**—Pearson, Murphy & Co., Inc., N. Y.

#### ● Austin Continental Industries, Inc. (2/13-16)

Nov. 14, 1961 filed 103,000 common. **Price**—\$7. **Business**—Manufacture of specifications of aircraft, guided missiles and electronic components, and fastening devices. **Proceeds**—For debt repayment and a new product. **Office**—4873 W. Armitage Ave., Chicago. **Underwriter**—Raymond Moore & Co., Los Angeles.

#### ● Authenticolor, Inc. (1/8-12)

Aug. 29, 1961 filed 148,200 common, of which 136,800 are to be offered by the company and 11,400 by stockholders. **Price**—\$3.25. **Business**—Furnishing of photographic service for the professional market. **Proceeds**—Working capital and repayment of loans. **Office**—525 Lexington Ave., N. Y. **Underwriter**—General Economics Corp., N. Y.

#### Automata International, Inc.

Aug. 22, 1961 ("Reg. A") 300,000 common. **Price**—\$1. **Proceeds**—For tooling, equipment and working capital. **Office**—241 S. Robertson Blvd., Beverly Hills, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Imminent.

#### Automated Sports Centers, Inc.

June 28, 1961 filed 1,750 units, each consisting of one \$400 principal amount debenture (with attached warrants) and 120 common. **Price**—\$1,000 per unit. **Business**—The operation of bowling centers. **Proceeds**—For repayment of debt, acquisition of a warehouse and working capital. **Office**—11459 E. Imperial Hwy., Norfolk, Calif. **Underwriter**—Holton, Henderson & Co., Los Angeles. **Note**—The company formerly was named Union Leagues, Inc. **Offering**—Imminent.

#### Automated Teaching Systems, Inc.

Sept. 18, 1961 ("Reg. A") 30,000 common. **Price**—\$10. **Business**—Manufacture of self-instructional materials and devices. **Proceeds**—For equipment, research and development and other corporate purposes. **Office**—1 W. 58th St., N. Y. **Underwriter**—Arthur J. Rosenwasser Co., 95 Broad St., N. Y.

#### Automatic Marker Photo Corp.

Dec. 1, 1961 filed 150,000 class A shares, of which 125,000 are to be offered by the company and 25,000 by stockholders. **Price**—By amendment. **Business**—Sale and distribution of a photocopy machine and supplies. **Proceeds**—For equipment, expansion, and working capital. **Office**—153 W. 36th St., N. Y. **Underwriter**—None.

#### Aveeno Pharmaceuticals, Inc. (12/20)

Sept. 27, 1961 filed 125,000 common. **Price**—\$8. **Business**—Development and sale of pharmaceutical products. **Proceeds**—For sales promotion, new products and working capital. **Office**—250 W. 57th St., N. Y. **Underwriter**—Laird & Company, Corp., N. Y.

#### Babs, Inc.

Nov. 27, 1961 filed 150,000 common. **Price**—\$4. **Business**—Sale of dairy products, through "Dairy Drive-ins." **Proceeds**—For debt repayment and working capital. **Of-**

fice—32550 Pulaski Dr., Hayward, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Expected in late February.

#### Bacharach Industrial Instrument Co.

Nov. 15, 1961 filed 60,000 common. **Price**—By amendment. **Business**—Development and manufacture of chemical, electrical and mechanical instruments, precision products and special purpose tools. **Proceeds**—For selling stockholders. **Office**—200 N. Braddock Ave., Pittsburgh. **Underwriter**—Arthurs, Lestrangle & Co., Pittsburgh. **Offering**—Expected in January.

#### Bal Harbour Diagnostic Service, Inc.

Oct. 18, 1961 filed 2,000,000 common. **Price**—\$1. **Business**—Company will operate a medical examination center. **Proceeds**—For a hotel acquisition and working capital. **Office**—10101 Collins Ave., Bal Harbour, Fla. **Underwriter**—J. R. Holt & Co., Denver.

#### Barish Associates, Inc.

Sept. 1, 1961 ("Reg. A") 50,000 common. **Price**—\$4. **Business**—Aeronautical research and development. **Proceeds**—For working capital. **Office**—224 E. 38th St., N. Y. **Underwriter**—Gianis & Co., N. Y. **Offering**—In January.

#### Barren River Petroleum Corp.

Oct. 21, 1961 ("Reg. A") 200,000 class B common and 100,000 class A common to be offered in units consisting of one class A and two class B shares. **Price**—\$3, per unit. **Business**—Production, refining and marketing of oil and gas. **Proceeds**—For debt repayment and other corporate purposes. **Office**—8 E. Charleston Blvd., Las Vegas, Nev. **Underwriter**—John A. Oja & Associates, Las Vegas, Nev.

#### ● Barry (R. G.) Corp. (1/8-12)

Sept. 21, 1961 filed 100,000 common. **Price**—\$5. **Business**—Manufacture of slippers, robes, cushions, pillows, auto-seat covers, and other specialty items. **Proceeds**—To repay debt, increase inventory and for other corporate purposes. **Office**—78 E. Chestnut St., Columbus, Ohio. **Underwriter**—Arnold Malkan & Co., N. Y.

#### Barry-Martin Pharmaceuticals, Inc.

(12/18-22)  
Aug. 25, 1961 ("Reg. A") 150,000 class A common. **Price**—\$2. **Proceeds**—For packaging, advertising, repayment of loans and working capital. **Office**—4621 Ponce de Leon Blvd., Coral Gables, Fla. **Underwriter**—Edward Hindley & Co., N. Y. C.

#### Bay State Electronics Corp.

Oct. 27, 1961 filed 160,000 common. **Price**—By amendment. **Business**—Development of products and techniques for use in the fields of oceanography, meteorology, seismology and ionospheric phenomena. **Proceeds**—For product development and working capital. **Office**—43 Leon St., Boston. **Underwriter**—S. D. Fuller & Co., New York. **Offering**—Expected in January.

#### Bechtold Engineering Co.

Nov. 30, 1961 filed 135,000 common, of which 95,000 are to be offered by the company and 40,000 by a selling stockholder. **Price**—By amendment. **Business**—Manufacture of specially designed thermosetting plastic fabricating machinery. **Proceeds**—For debt repayment and other corporate purposes. **Office**—631 N. E. 45th St., Fort Lauderdale, Fla. **Underwriter**—Roman & Johnson, Fort Lauderdale, Fla.

#### ● Bel-Aire Products, Inc. (12/18-22)

Sept. 22, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Manufacture of aluminum pontoon boats. **Office**—25970 W. Eight Mile Rd., Southfield, Mich. **Underwriter**—Ehrlich, Irwin & Co., Inc., N. Y.

#### ● Bell Television, Inc.

Aug. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—The manufacture of master television antenna systems and TV security systems, music and sound equipment. **Proceeds**—For an acquisition, expansion and inventory. **Office**—552 W. 53rd St., N. Y. **Underwriter**—Investment Planning Group, Inc., East Orange, N. J. **Offering**—Imminent.

#### Benjamin (W. A.), Inc.

Nov. 15, 1961 filed 50,000 common. **Price**—By amendment. **Business**—Publication of scientific texts and reference books. **Proceeds**—For working capital. **Office**—2465 Broadway, N. Y. **Underwriter**—None.

#### Berkshire Distributors, Inc.

Sept. 14, 1961 filed 100,000 common, of which 60,000 will be sold for the company and 40,000 for certain stockholders. **Price**—By amendment. **Business**—The operation of eight discount type department stores in four states. **Proceeds**—For the repayment of debt, and working capital. **Office**—203 Ann St., Hartford, Conn. **Underwriter**—May & Gannon, Boston.

#### Bernalen, Inc.

Nov. 20, 1961 filed 60,000 common. **Price**—\$2.625. **Business**—Design and manufacture of photographic processing and control equipment. **Proceeds**—For general corporate purposes. **Office**—9821 Foster Ave., Brooklyn, N. Y. **Underwriter**—Amber, Burstein & Co., Inc., N. Y.

#### Berne of California, Inc.

Oct. 27, 1961 ("Reg. A") 85,000 common. **Price**—\$3. **Business**—Manufacture of handbags and related items. **Proceeds**—For debt repayment and working capital. **Office**—1621 S. San Pedro St., Los Angeles. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Expected sometime in January.

#### Bernz (Otto) Co., Inc.

Oct. 16, 1961 filed 150,000 class A shares, of which 100,000 are to be offered by the company and 50,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of small propane-filled steel cylinders, garden sprinklers and hose accessories. **Proceeds**—For debt re-

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payment and general corporate purposes. **Office**—740 Driving Park Ave., Rochester, N. Y. **Underwriter**—Reynolds & Co., Inc., N. Y.

#### Besco Enterprises, Inc.

Oct. 27, 1961 filed 150,000 capital shares. **Price**—By amendment. **Business**—A holding company whose subsidiaries operate jewelry and photography departments in discount department stores. **Proceeds**—For debt repayment and expansion. **Office**—1328 Washington St., Oakland, Calif. **Underwriters**—Kleiner, Bell & Co., Beverly Hills, Calif. and Rittmaster, Voisin & Co., N. Y.

#### Best Plastics Corp.

Sept. 26, 1961 filed 125,000 common, of which 100,000 will be sold by the company and 25,000 by stockholders. **Price**—\$3. **Business**—Manufacture of plastic novelties and party favors. **Proceeds**—New plant and equipment and working capital. **Office**—945 39th St., Brooklyn, N. Y. **Underwriter**—S. B. Cantor & Co., N. Y.

#### Blackman-Uhler Chemical Co.

Dec. 5, 1961 ("Reg. A") 5,600 common. **Price**—\$8.875. **Business**—Manufacture of naphthols, pigments, tints and intermediates. **Proceeds**—For selling stockholders. **Address**—Spartanburg, S. C. **Underwriter**—Dargan & Co., Spartanburg, S. C.

#### Bloch Brothers Tobacco Co.

July 3, 1961 ("Reg. A") 4,000 common shares (par \$12.50). **Price**—By amendment. **Proceeds**—For the selling stockholders. **Office**—4000 Water St., Wheeling, W. Va. **Underwriter**—Fulton, Reid & Co., Inc., Cleveland. **Offering**—Expected sometime in February.

#### Block (H. R.), Inc. (1/2-5)

Nov. 16, 1961 ("Reg. A") 75,000 common, of which 25,000 shares are to be offered by the company and 50,000 shares by selling stockholders. **Price**—\$4. **Business**—Preparation of Federal and State income tax returns. **Proceeds**—For working capital. **Office**—3937 Main St., Kansas City, Mo. **Underwriter**—George K. Baum & Co., Kansas City.

#### Blue Haven Pools

Nov. 1, 1961 ("Reg. A") 75,000 capital shares, of which 40,000 are to be offered by the company and 35,000 by stockholders. **Price**—\$4. **Business**—Design, construction and installation of swimming pools and equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—11933 Vose St., North Hollywood, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Expected sometime in January.

● **Bolar Pharmaceutical Co. Inc. (1/8-12)**  
Oct. 18, 1961 ("Reg. A") 50,000 class A common. **Price**—\$2. **Business**—Compounds, manufactures and packages private label drugs and vitamins. **Proceeds**—For an acquisition and equipment. **Office**—54 McKibben St., Brooklyn, N. Y. **Underwriter**—Natale, Miller & Co., Inc., New York.

#### Boro Electronics, Inc.

Aug. 30, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—The distribution of electronic products manufactured by others. **Proceeds**—For inventory, equipment, advertising, promotion, working capital and repayment of loans. **Office**—69-18 Roosevelt Ave., Woodside, N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y. **Offering**—Imminent.

#### Boston Pneumatics, Inc.

Nov. 13, 1961 ("Reg. A") 93,500 class A shares of which 85,000 will be sold for the company and 8,500 for the underwriter. **Price**—\$2. **Business**—Fabrication, assembly and sale of tools powered by compressed air. **Proceeds**—For debt repayment and working capital. **Office**—365 Arlington Ave., Brooklyn 8, N. Y. **Underwriter**—T. M. Kirsch Co., Inc., N. Y.

#### Bowey's, Inc.

Oct. 30, 1961 filed 80,000 common, of which 40,000 are to be offered by the company and 40,000 by a stockholder. **Price**—By amendment. **Business**—Manufactures, processes and supplies powders, syrups, flavorings, etc., to food industry. **Proceeds**—For repayment of debt and working capital. **Office**—679 N. Orleans St., Chicago, Ill. **Underwriter**—Cruttenden, Podesta & Co., Chicago. **Offering**—Expected sometime in late January.

#### Bowling Internazionale, Ltd.

June 30, 1961 filed 200,000 common shares. **Price**—\$5. **Proceeds**—For the construction or acquisition of a chain of bowling centers principally in Italy, and for expansion and working capital. **Office**—80 Wall St., New York. **Underwriter**—P. J. Gruber & Co., Inc., N. Y.

#### Bridge Electronics Co., Inc.

Nov. 29, 1961 filed 225,000 common, of which 200,000 are to be offered by the company, and 25,000 by the stockholders. **Price**—\$4. **Business**—Design and manufacture of electronic equipment and communication systems. **Proceeds**—For general corporate purposes. **Office**—201 Laurel St., Beverly, N. J. **Underwriters**—Roth & Co., Inc., Philadelphia and Amos Treat & Co., Inc., N. Y.

#### Browning Arms Co.

Nov. 27, 1961 filed 368,700 common, of which 150,000 are to be offered by the company and 218,700 by the stockholders. **Price**—By amendment. **Business**—Development, importation and distribution of sporting firearms. **Proceeds**—For construction and general corporate purposes. **Office**—First Security Bank Bldg., Ogden, Utah. **Underwriter**—Harriman Ripley & Co., Inc., N. Y. **Offering**—Expected in Early February.

#### Building Ventures, Inc.

Oct. 27, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Real estate. **Proceeds**—For working capital. **Office**—309 Main St., Islip, N. Y. **Underwriter**—Albion Securities Co. Inc., N. Y. **Offering**—Expected in Jan.

#### Burnham & Morrill Co.

Oct. 25, 1961 filed 187,250 common. **Price**—By amendment. **Business**—Manufacture of canned foods, frozen dinners and baked beans. **Proceeds**—For selling stockholders. **Office**—45 Water St., Portland, Me. **Underwriter**—Hornblower & Weeks, N. Y. **Offering**—In January.

#### Burros Corp.

Oct. 30, 1961 filed 70,000 common, of which 40,000 are to be offered by the company and 30,000 by stockholders. **Price**—By amendment. **Business**—Designs, manufactures, imports and distributes artificial flowers. **Proceeds**—For repayment of debt and general corporate purposes. **Office**—111 W. 19th St., N. Y. **Underwriter**—Rodetsky, Walker & Co., Inc., N. Y.

#### Burton Mount Corp.

Sept. 22, 1961 filed 100,000 common. **Price**—\$6. **Business**—Importation and distribution of copying machines and supplies. **Proceeds**—Repayment of debt, inventory, sales promotion and other corporate purposes. **Office**—2147 Jericho Turnpike, New Hyde Park, N. Y. **Underwriter**—Reiner, Linburn & Co., N. Y.

#### Bush Terminal Co. (12/26-29)

Nov. 7, 1961 filed 92,320 common to be offered to stockholders on a 1-for-10 basis. **Price**—By amendment. **Business**—Operation of warehouses, manufacturing buildings, piers and railroad facilities. **Proceeds**—For working capital. **Office**—48 43rd St., Brooklyn, N. Y. **Underwriter**—None.

#### Business Growth Funding Corp.

Sept. 20, 1961 filed 100,000 common. **Price**—\$4. **Business**—Making of loans to small business concerns, purchase of machinery for lease, and the providing of management counseling. **Proceeds**—For working capital. **Office**—527 Lexington Ave., N. Y. **Underwriter**—Morton Klein & Co., Inc., N. Y.

#### Cable Carriers, Inc. (12/18-22)

March 23, 1961 filed 196,109 shares of capital stock. **Price**—\$1.15. **Business**—The company which began operations in 1954, is engaged in the research and development of special material handling systems for industrial and commercial use based on company-owned patents. **Proceeds**—For working capital. **Office**—Kirk Boulevard, Greenville, S. C. **Underwriter**—Capital Securities Corp., Greenville, S. C.

#### Cadillac Conduit Corp.

Nov. 30, 1961 ("Reg. A") 45,583 common. **Price**—\$6. **Business**—Manufacturer of flexible steel tubing, cables and conduits to enclose electrical wires. **Proceeds**—For working capital. **Office**—19 Warren Pl., Mt. Vernon, N. Y. **Underwriter**—J. B. Coburn Associates, Inc., N. Y.

#### Caldwell Publishing Corp.

Oct. 27, 1961 filed 137,500 capital shares. **Price**—\$5. **Business**—Publishing of text books and general educational works. **Proceeds**—For general corporate purposes. **Office**—339 W. 51st St., N. Y. **Underwriter**—S. B. Cantor Co., N. Y.

#### California Real Estate Investment Trust

Aug. 17, 1961 filed 1,000,000 shares of beneficial interest. **Price**—\$10. **Business**—Real estate investment. **Office**—12014 Wilshire Blvd., Los Angeles. **Underwriter**—Harnack, Gardner & Co., (same address). **Note**—This company formerly was named California Real Estate Investors. **Offering**—Imminent.

#### Cambridge Fund of California, Inc.

Sept. 28, 1961 filed 280,000 common. **Price**—By amendment. **Business**—General real estate. **Proceeds**—Debt repayment and working capital. **Office**—324 E. Bixby Rd., Long Beach, Calif. **Underwriter**—To be named. **Offering**—Expected sometime in January.

#### Camp Chemical Co., Inc.

Aug. 25, 1961 filed 110,000 capital shares. **Price**—\$3. **Business**—Manufacture of sanitation chemicals. **Proceeds**—Advertising, additional sales personnel, inventories and accounts receivable. **Office**—Second Ave., and 13th St., Brooklyn. **Underwriter**—Russell & Saxe, Inc., N. Y. **Offering**—Imminent.

#### Campbell-Lurie Plastics, Inc.

Oct. 27, 1961 filed 574,250 common, of which 500,000 are to be offered by the company and 74,250 by a stockholder. **Price**—\$2.50. **Business**—Company is engaged in the plastic business as a converter of raw materials. **Proceeds**—For debt repayment and working capital. **Office**—5440 Highway Ave., Jacksonville, Fla. **Underwriter**—Florida Growth Securities, Inc., Jacksonville.

#### Campbell Soup Co. (1/9)

Dec. 7, 1961 filed 91,000 capital shares. **Price**—By amendment. **Business**—Manufacture of canned soups, spaghetti, juices, etc. **Proceeds**—For selling stockholders. **Office**—375 Memorial Ave., Camden, N. J. **Underwriters**—First Boston Corp., and Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

#### Campbell Water Co.

Nov. 27, 1961 ("Reg. A") 2,800 common. **Price**—\$35. **Business**—A public utility company engaged in furnishing water. **Proceeds**—For new wells and working capital. **Office**—346 E. Campbell Ave., Campbell, Calif. **Underwriter**—None.

#### Campus Casuals of California (1/15-19)

Oct. 11, 1961 filed 140,000 common. **Price**—By amendment. **Business**—Manufactures ladies' apparel. **Proceeds**—For selling stockholders. **Office**—719 S. Los Angeles St., Los Angeles, Calif. **Underwriter**—William R. Staats & Co., Los Angeles.

#### Canbowl Centers Ltd.

Aug. 4, 1961 filed 131,500 common shares to be offered for subscription by stockholders of American Bowling Enterprises, Inc. parent company, on the basis of one share for each four American shares held. **Price**—\$5.50. **Business**—The operation of bowling centers. **Proceeds**—For working capital and the construction and operation

of bowling centers. **Office**—100 Wilder Bldg., Rochester, N. Y. **Underwriter**—None.

#### Capitol Research Industries, Inc.

June 28, 1961 filed 165,000 common shares and 75,000 common stock purchase warrants. **Price**—For stock, \$2; for warrants, 20 cents. **Business**—The manufacture of X-ray film processing machines. **Proceeds**—For repayment of loans and working capital. **Office**—4206 Wheeler Ave., Alexandria, Va. **Underwriter**—None. **Offering**—Expected in late January.

#### Card Key Systems, Inc.

July 28, 1961 ("Reg. A") 60,000 common shares (no par). **Price**—\$5. **Proceeds**—For research and development, advertising equipment and working capital. **Office**—923 S. San Fernando Boulevard, Burbank, Calif. **Underwriter**—Rutner, Jackson & Gray, Inc., Los Angeles. **Offering**—Expected in early February.

#### Caribbean Cement Co., Ltd.

Oct. 18, 1961 filed 272,000 American Depositary Shares, each share representing one ordinary share. **Price**—By amendment. **Business**—Manufacture of cement. **Proceeds**—For selling stockholders. **Office**—Kingston, Jamaica. **Underwriter**—Paribas Corp., N. Y.

#### Caribbean Shoe Corp.

Oct. 18, 1961 filed 149,794 common, of which 146,667 will be sold by the company and 3,127 by a stockholder. **Price**—\$6. **Business**—Design, manufacture and distribution of custom made shoes for women. **Proceeds**—General corporate purposes. **Office**—253 S. W. 8th St., Miami, Fla. **Underwriter**—Robert L. Ferman & Co., Inc., Miami. **Offering**—Expected sometime in January.

#### Carmer Industries, Inc.

Nov. 28, 1961 filed 185,000 common, of which 135,000 are to be offered by the company and 50,000 by a stockholder. **Business**—Conversion of raw plastics to basic shapes such as rods, tubes and sheets. **Proceeds**—For a new plant, repayment of debt, and working capital. **Office**—22 N. 26th St., Kenilworth, N. J. **Underwriter**—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

#### Carolinas Capital Corp.

Nov. 22, 1961 filed 500,000 common. **Price**—\$10. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—1200 North Carolina National Bank Bldg., Charlotte, N. C. **Underwriter**—R. S. Dickson & Co., Charlotte.

#### Cary Chemicals, Inc.

Sept. 27, 1961 filed 1,029,439 common being offered for subscription by common stockholders and holders of convertible securities at the rate of one new share for each two held of record Dec. 5, with rights to expire Dec. 28, 1961. **Price**—\$5. **Business**—Manufacture of vinyl chloride polymer and copolymer resins, polyvinyl chloride compounds, and polyvinyl chloride sheeting, and laminates and polyethylene film. **Proceeds**—For expansion. **Office**—Ryders Lane, E. Brunswick, N. J. **Underwriters**—Lee Higginson Corp., and P. W. Brooks & Co., N. Y. (mgr.).

#### Casavan Industries, Inc.

Aug. 21, 1961 filed 350,000 capital shares. **Price**—\$7. **Business**—Production of plastics, marble and ceramics for the packaging and building industries. **Proceeds**—For expansion, leasehold improvements, repayment of loans and other corporate purposes. **Office**—250 Vreeland Ave., Paterson, N. J. **Underwriter**—Foundation Securities, Inc., N. Y.

#### Catamount, Inc. (12/20)

Aug. 23, 1961 ("Reg. A") \$30,000 of debentures due Sept. 1, 1976, to be offered in units of \$500. **Price**—At par. **Proceeds**—For operation of a ski resort. **Address**—Egremont, Mass. **Underwriter**—Kennedy & Peterson, Inc., Hartford, Conn.

#### Cavalier Radio & Electronics Corp.

Oct. 27, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of specialized radios and phonographs. **Proceeds**—New products, equipment and working capital. **Office**—66-02 Austin St., Forest Hills, N. Y. **Underwriter**—General Securities Co., Inc., N. Y. **Offering**—Expected sometime in January.

#### Ceco Steel Products Corp.

Nov. 13, 1961 filed 18,000 common. **Price**—By amendment. **Business**—Manufacture of products for the construction industry. **Proceeds**—For selling stockholders. **Office**—5601 W. 26th St., Chicago. **Underwriter**—Hornblower & Weeks, N. Y. **Offering**—Expected in January.

#### Central Acceptance Corp. of Delaware

Nov. 29, 1961 filed 150,000 class A common. **Price**—\$5. **Business**—A sales finance company. **Proceeds**—For expansion. **Office**—526 North Ave. East, Westfield, N. J. **Underwriter**—Armstrong & Co., Inc., N. Y.

#### Central American Mining & Oil, Inc.

Oct. 30, 1961 filed 494,250 common. **Price**—\$5. **Business**—Exploration for oil, gas and other minerals. **Proceeds**—For general corporate purposes. **Office**—Edificio Banco Atlantida, Tegucigalpa, D. C., Honduras. **Underwriter**—None.

#### Century Brick Corp. of America

Nov. 9, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Company has developed a process for producing simulated brick facing for buildings. **Proceeds**—For general corporate purposes. **Office**—4506 W. 12th St., Erie, Pa. **Underwriter**—Sandkuhl & Co., Inc., N. Y.

#### Certified Industries, Inc.

Sept. 28, 1961 filed \$750,000 of 6% convertible subordinated debentures due 1976 with attached warrants to purchase 15,000 class A shares to be offered in units (of one \$250 debenture and a warrant to purchase 5 shares) for subscription by holders of class A and class B shares at the rate of one unit for each 50 shares held. **Price**—\$250 per unit. **Business**—Production of concrete for con-



struction purposes. **Proceeds**—For expansion, equipment and working capital. **Office**—344 Duffy Ave., Hicksville, N. Y. **Underwriter**—Singer, Bean & Mackie, Inc., N. Y.

• **Chester Electronic Laboratories, Inc. (1/4)**  
Sept. 27, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Manufacture of electronic teaching equipment. **Proceeds**—For acquisition of a plant and equipment, debt repayment, new products and working capital. **Address**—Chester, Conn. **Underwriter**—Putnam & Co., Hartford. **Offering**—Expected in December.

• **Chestnut Hill Industries, Inc.**  
Nov. 29, 1961 filed 300,000 class A common, of which 225,000 are to be offered by the company and 75,000 by stockholders. **Price**—\$7.50. **Business**—Design and manufacture of women's, misses' and junior sportswear, coordinates, and dresses. **Proceeds**—For debt repayment, equipment and working capital. **Office**—2025 McKinley St., Hollywood, Fla. **Underwriter**—Clayton Securities Corp., Boston, Mass.

• **Chidcraft Equipment Co., Inc.**  
Oct. 20, 1961 ("Reg. A") 65,000 common. **Price**—\$3. **Business**—Design, development and marketing of educational equipment for children of nursery school age. **Proceeds**—For working capital. **Office**—155 E. 23rd St., N. Y. **Underwriter**—Gianis & Co., Inc., N. Y. **Offering**—Imminent.

• **Church Builders, Inc.**  
Feb. 6, 1961 filed 50,000 shares of common stock, series 2. **Price**—\$5.50 per share. **Business**—A closed-end diversified management investment company. **Proceeds**—For investment. **Office**—501 Bailey Ave., Fort Worth, Tex. **Distributor**—Associates Management, Inc., Fort Worth. **Offering**—Expected in late February.

• **Cineque Colorfilm Laboratories, Inc. (12/26-29)**  
Aug. 29, 1961 ("Reg. A") 120,000 common. **Price**—\$2.50. **Business**—The production of slides and color film strips. **Proceeds**—For equipment, sales promotion and advertising. **Office**—424 E. 89th St., N. Y. **Underwriter**—Paul Eisenberg Co., N. Y.

• **Cisco-Valley Corp.**  
Nov. 29, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Mining. **Proceeds**—For operating expenses. **Office**—405 C St., Auburn, Wash. **Underwriter**—None.

• **Citizens Life Ins. Co. of New York (1/8-12)**  
Sept. 8, 1961 filed 147,000 common, of which 100,000 will be sold by the company and 47,000 by a stockholder. **Price**—By amendment. **Business**—The writing of or-

dinary life, group life and group credit life insurance. **Proceeds**—For investment in income producing securities. **Office**—33 Maiden Lane, N. Y. **Underwriter**—A. G. Becker & Co., N. Y. (mgr.).

• **Civic Center Redevelopment Corp.**  
Nov. 13, 1961 filed \$21,780,000 of income debentures due 1995 and 220,000 common shares to be offered in units consisting of 1% of stock and 99% of debentures. **Price**—By amendment. **Business**—Company was formed for the purpose of revitalizing downtown St. Louis. **Proceeds**—For acquisition of land, construction of a stadium and related facilities. **Office**—407 N. 8th St., St. Louis. **Underwriter**—None.

• **Clute (Francis H.) & Son, Inc.**  
July 3, 1961 filed 1,000,000 common shares. **Price**—\$1.50. **Business**—The manufacture of farm and industrial equipment. **Proceeds**—For materials and inventory, research and development and working capital. **Office**—1303 Elm St., Rocky Ford, Colo. **Underwriter**—Stone, Altman & Co., Inc., Denver. **Offering**—In late January.

• **Coastal Acceptance Corp.**  
Dec. 11, 1961 filed 80,000 class A common, of which 68,000 are to be offered by the company and 12,000 by stockholders. **Price**—\$12.50. **Business**—A small loan finance company. **Proceeds**—For debt repayment. **Office**—36 Lowell St., Manchester, N. H. **Underwriter**—Eastern Investment Corp., Manchester, N. H.

• **Colby (Jane), Inc.**  
Oct. 19, 1961 filed 105,000 common, of which 50,000 shares are to be offered by the company and 55,000 shares by stockholders. **Price**—\$10. **Business**—Manufacture of women's apparel. **Proceeds**—For general corporate purposes. **Office**—113 Fourth Ave., N. Y. **Underwriter**—Meade & Co., N. Y. **Offering**—Expected in Jan.

• **Cole Vending Industries, Inc.**  
Aug. 28, 1961 filed 115,000 common. **Price**—\$5. **Business**—The manufacture, sale and servicing of vending machines. **Proceeds**—For working capital. **Office**—560 W. Lake St., Chicago. **Underwriter**—Straus, Blosser & McDowell, Chicago (mgr.). **Offering**—Imminent.

• **Coleco Industries, Inc.**  
Sept. 26, 1961 filed 120,000 common, of which 12,000 shares will be offered by the company and 108,000 by stockholders. **Price**—By amendment. **Business**—Manufactures plastic toys, play pools, toy boats and houses, and games. **Proceeds**—For plant expansion and working

capital. **Office**—75-77 Windsor St., Hartford, Conn. **Underwriter**—Cooley & Co., Hartford, Conn.

• **Columbus Plastic Products, Inc.**  
Nov. 22, 1961 filed 163,600 common, of which 100,000 are to be offered by the company and 63,600 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of injection and blow molded plastic housewares. **Proceeds**—To purchase machinery, expand facilities, repay debt, and increase working capital. **Office**—1625 W. Mound St., Columbus, O. **Underwriter**—W. E. Hutton & Co., Cincinnati.

• **Commerce Clearing House, Inc. (12/15)**  
Nov. 9, 1961 filed 360,000 common. **Price**—By amendment. **Business**—Creation and production of topical law reports. **Proceeds**—For selling stockholders. **Office**—4025 W. Peterson Ave., Chicago. **Underwriter**—Dillon, Read & Co. Inc., N. Y.

• **Commonwealth Realty Trust**  
Nov. 22, 1961 filed 430,556 shares. **Price**—\$10. **Business**—A real estate investment trust. **Proceeds**—For general corporate purposes. **Office**—8201 Fenton Road, Philadelphia. **Underwriters**—Woodcock, Moyer, Fricke & French, Inc., and Gerstley, Sunstein & Co., Philadelphia. **Offering**—Expected in late January.

• **Commonwealth Theatres of Puerto Rico, Inc.**  
July 28, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by stockholders. **Price**—\$10. **Business**—Operation of a chain of theatres in Puerto Rico. **Proceeds**—For construction of a drive-in movie theatre, building renovations and general corporate purposes. **Address**—Santurce, Puerto Rico. **Underwriter**—J. R. Williston & Beane, N. Y. **Offering**—Imminent.

• **Community Charge Plan (12/18-22)**  
Sept. 22, 1961 filed \$3,600,000 of 6% subordinated debentures due 1976 (with attached warrants to purchase 72,000 common shares) and 216,000 common, to be offered in units consisting of a \$100 debenture (and a warrant to purchase two shares) and six common shares. **Price**—By amendment. **Business**—The purchase at a discount from merchant-members, their accounts receivable arising from customers who hold credit cards issued by these members. **Proceeds**—To repay debt and increase working capital. **Office**—10 Banta Place, Hackensack, N. J. **Underwriter**—Troster, Singer & Co., N. Y.

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## NEW ISSUE CALENDAR

### December 15 (Friday)

Commerce Clearing House, Inc. Common  
(Dillon, Read & Co., Inc.) \$360,000  
Vendotronics Corp. Common  
(B. G. Harris & Co., Inc.) \$300,000

### December 18 (Monday)

Acro Electronic Products Co. Common  
(Roth & Co., Inc.) \$400,000  
Aerological Research, Inc. Common  
(A. D. Gilhart & Co., Inc.) \$350,000  
American Financial Corp. Common  
(Searson, Hamill & Co. and Westheimer & Co.) 150,000 shares  
Barry-Martin Pharmaceuticals, Inc. Common  
(Edward Hindley & Co.) \$300,000  
Bel-Aire Products, Inc. Common  
(Ehrlich, Irwin & Co., Inc.) \$300,000  
Cable Carriers, Inc. Capital  
(Capital Securities Corp.) \$225,525  
Community Charge Plan Units  
(Troster, Singer & Co.) 36,000 units  
Cromwell Business Machines, Inc. Common  
(Pacific Coast Securities Co.) \$300,000  
Executive House, Inc. Units  
(Bear, Stearns & Co. and Straus, Blosser & McDowell Co.) 200,000 units  
Fluorocarbon Co. Common  
(D. A. Lomasney & Co.) \$300,000  
Foods Plus, Inc. Common  
(Shearson, Hamill & Co.) 150,000 shares  
Hygiene Industries, Inc. Common  
(Milton D. Blauner & Co.) \$1,000,000  
Illinois Capital Investment Corp. Common  
(Blair & Co., Inc.) 250,000 shares  
Matrix Corp. Common  
(Mackall & Co.) \$300,000  
Molecular Dielectrics, Inc. Common  
(Street & Co., Inc. and Irving Wels & Co.) \$750,000  
Nalley's, Inc. Common  
(Blyth & Co., Inc.) 210,000 shares  
Old Empire, Inc. Debentures  
(Laird, Bissell & Meeds) \$950,000  
Orbit Industries, Inc. Common  
(Hodgdon & Co., Inc.) \$500,000  
Pako Corp. Common  
(Palme, Webber, Jackson & Curtis) 150,000 shares  
Personal Property Leasing Co. Debentures  
(Dempsey-Tegeler & Co., Inc.) \$2,000,000  
Plymouth Discount Corp. Common  
(M. Posey Associates, Ltd.) \$300,000  
Quartite Creative Corp. Common  
(Shell Associates, Inc. and Godfrey, Hamilton & Taylor & Co.) \$500,000  
Raymond Engineering Laboratory, Inc. Common  
(Lee Hirschman Corp.) 100,000 shares  
Reher Simmons Research, Inc. Capital  
(McLaughlin, Kaufmann & Co.) \$900,000  
Sierra Capital Co. Capital  
(C. E. Unterberg, Towbin Co.) 1,000,000 shares  
Southbridge Plastic Products, Inc. Class A  
(H. Hentz & Co. and Allen & Co.) 205,710 shares  
Southern Growth Industries, Inc. Common  
(Capital Securities Corp.) \$600,000  
Space Age Materials Corp. Common  
(Manufacturers Securities Corp.) \$300,000  
Susan Crane Packaging, Inc. Common  
(C. E. Unterberg, Towbin Co.) 150,000 shares

Talcott (James), Inc. Common  
(F. Eberstadt & Co. and White, Weld & Co.) 57,396 shares  
Tele-Communications Corp. Common  
(Edward Lewis Co., Inc.) \$300,000  
Trio-Tech, Inc. Common  
(Ezra Kureen Co.) \$200,000  
U-Tell Corp. Common  
(Continental Securities Corp.) \$155,485  
Ultra Dynamics Corp. Common  
(Gianis & Co., Inc.) \$300,000  
Union Title Co. Capital  
(No underwriting) \$1,125,000  
Union Trust Life Insurance Co. Common  
(No underwriting) 300,000 shares  
United Scientific Laboratories, Inc. Common  
(Fred F. Sessler Co., Inc.) \$720,000  
Varicraft Industries, Inc. Common  
(Mayo & Co., Inc.) \$270,000  
Virginia Dare Stores Corp. Common  
(Lehman Brothers) 154,000 shares  
Wespak Inc. Common  
(Scott, Harvey & Co., Inc.) \$200,000

### December 19 (Tuesday)

Electronic Communications, Inc. Common  
(Laird & Co., Corp.) 150,000 shares  
Fram Corp. Common  
(Merrill Lynch, Pierce, Fenner & Smith Inc.) 50,000 shares  
High Temperature Materials, Inc. Common  
(L. P. Rothschild & Co.) 120,000 shares  
L. L. Drug Co., Inc. Common  
(Stevens Investment Co.) \$450,000  
Product Research of R. I., Inc. Common  
(Continental Bond & Share Corp.) \$676,500  
Quik-Chek Electronics & Photo Corp. Common  
(J. R. Williston & Beane) \$1,100,000  
Real Estate Fund, Inc. Units  
(McCarley & Co., Inc.) \$299,997  
Russell Stover Candies, Inc. Common  
(Harriman Ripley & Co. Inc. and Stern Bros. & Co.) 130,000 shares  
Super Valu Stores, Inc. Common  
(White, Weld & Co., Inc. and J. M. Dain & Co., Inc.) 115,000 shares  
Thermionix Industries Corp. Common  
(D. L. Capas Co.) \$300,000

### December 20 (Wednesday)

Aveeno Pharmaceuticals, Inc. Common  
(Laird & Co., Corp.) 125,000 shares  
Catamount, Inc. Debentures  
(Kennedy & Peterson, Inc.) \$30,000  
Coyle's Voting Machine Co. Common  
(John A. Kemper & Co.) \$147,500  
Family Circle Associates, Inc. Common  
(Russell & Saxe, Inc.) \$350,000  
Knickerbocker Biologicals Inc. Common  
(Paul Eisenberg Co., Inc. and Magnus & Co., Inc.) \$450,000  
Marlene Industries Corp. Common  
(Bernard M. Kahn & Co., Inc.) \$1,575,000  
United Exposition Service Co. Common  
(Drexel & Co.) 100,000 shares

### December 21 (Thursday)

Swift Homes, Inc. Common  
(Eastman Dillon, Union Securities & Co.) 240,000 shares

### December 22 (Friday)

Wulpa Parking Systems, Inc. Common  
(Ehrlich, Irwin & Co., Inc.) \$300,000

### December 26 (Tuesday)

All Star World Wide, Inc. Debentures  
(Alessandrini & Co., Inc. and Hardy & Hardy) \$250,000  
All Star World Wide, Inc. Common  
(Alessandrini & Co., Inc. and Hardy & Hardy) \$750,000  
Bush Terminal Co. Common  
(Offering to stockholders—no underwriting) 92,320 shares  
Cineque Colorfilm Laboratories, Inc. Common  
(Paul Eisenberg Co.) \$300,000  
Cramer Electronics, Inc. Common  
(Carl M. Loeb, Rhoades & Co.) 150,000 shares  
Dero Research & Development Corp. Common  
(James Co.) \$129,600  
Electronic Transmission Corp. Common  
(V. S. Wickett & Co., Inc. and Thomas, Williams & Lee, Inc.) \$300,000  
Fifth Avenue Cards, Inc. Capital  
(Hardy & Co. and Filor, Bullard & Smyth) 115,000 shares  
Fleetwood Securities Corp. of America Common  
(General Securities Co., Inc.) \$700,000  
Interstate Hosts, Inc. Debentures  
(Offering to stockholders—underwritten by Glore, Forgan & Co. and H. M. Bylesby & Co., Inc.) \$2,550,000  
Jayark Films Corp. Common  
(Pacific Coast Securities Co.) 72,000 shares  
Marshall Electronics Co. Common  
(Richard Bruce & Co., Inc.) \$300,000  
Miss Elliette, Inc. Common  
(F. L. Rossman & Co.) 100,000 shares  
Popular Library, Inc. Capital  
(Sutro Brothers & Co.) 127,500 shares  
Realty Equities Corp. of New York Units  
(Offering to stockholders—underwritten by Sutro Bros. & Co.) \$1,675,800  
Roto Cylinders, Inc. Common  
(Woodcock, Moyer, Fricke & French, Inc.) \$300,000  
S. O. S. Photo-Cine-Optics, Inc. Units  
(William, David & Mottl, Inc.) \$200,000  
Sterling Extruder Corp. Common  
(Marron, Sloss & Co.) 90,000 shares  
Turner Engineering & Automation Corp. Com.  
(Valley Forge Securities Co., Inc.) \$300,000  
U. S. Controls, Inc. Common  
(N. A. Hart & Co.) \$270,000  
United States Crown Corp. Common  
(Adams & Peck) \$1,200,000  
Univend Corp. Common  
(Ezra Kureen Co.) \$287,500  
Windsor (Key), Inc. Class A  
(Lee Higginson Corp.) 200,000 shares

### December 27 (Wednesday)

Albert Voigt Industries, Inc. Common  
(David Barnes & Co., Inc.) \$320,000  
Coronet Products Co. Common  
(George K. Baum & Co.) \$250,000  
EMAC Data Processing Corp. Common  
(M. W. Janis Co., Inc.) \$250,000  
Martin Yale Business Machines Corp. Units  
(Arnold Malkin & Co., Inc.) \$350,000  
Paramount Foam Industries Common  
(Fialkov & Co., Inc. and Stanley Heller & Co.) 137,500 shares  
Servonuclear Corp. Common  
(Rothenberg, Heller & Co., Inc.) \$200,000  
Shatterproof Glass Corp. Common  
(Shields & Co.) 215,000 shares  
Worldwide Fund Ltd. Common  
(Burnham & Co.) \$10,000,000

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**Computer Components, Inc.**

Dec. 6, 1961 filed 120,000 common, of which 90,000 are to be offered by the company and 30,000 by stockholders. Price—\$3. Business—Manufacture of miniature coils for relays used in computers, aircraft, missiles and guidance systems. Proceeds—For general corporate purposes. Office—88-06 Van Wyck Expressway, Jamaica, N. Y. Underwriter—Jay W. Kaufmann & Co., N. Y.

**Computron Corp.**

Sept. 15, 1961 filed 500,000 common. Price—\$1.15. Business—Research, development, design and production of electronic automation devices. Proceeds—For equipment, research and development and working capital. Office—9330 James Ave., South, Minneapolis. Underwriter—Brandtjen & Bayliss, Inc., St. Paul, Minn.

**Concord Products, Inc.**

Nov. 28, 1961 filed 120,000 common (with attached 3-year warrants to purchase an additional 60,000 shares at \$2 per share) to be offered in units of one share and one-half warrant. Price—\$2 per unit. Business—Manufacture of cosmetics, toiletries, cleaning chemicals, jewelry, etc. Proceeds—For general corporate purposes. Office—525-535 E. 137th St., New York City. Underwriter—N. A. Hart & Co., N. Y.

**Concours Supply Co., Inc.**

Oct. 19, 1961 filed 100,000 class A common. Price—\$4. Business—Sale of food service and kitchen equipment. Proceeds—For equipment, debt repayment and other corporate purposes. Office—110 "A" St., Wilmington, Del. Underwriter—Roth & Co., Inc., Philadelphia. Offering—Expected in late January.

**Consolidated Aerosol Corp.**

Sept. 29, 1961 ("Reg. A") 70,000 common. Price—\$3. Business—Compounds and packages cosmetics, household pharmaceutical and industrial products. Proceeds—For debt repayment, equipment and working capital. Office—107 Sylvester St., Westbury, N. Y. Underwriter—J. E. Bayard & Co., Inc., 80 Wall St., New York City.

**Consolidated Bowling Corp.**

Sept. 28, 1961 filed 200,000 common. Price—By amendment. Business—Operation of bowling centers. Proceeds—For expansion and working capital. Office—880 Military Rd., Niagara Falls, N. Y. Underwriter—Doolittle & Co., Buffalo, N. Y.

**Consolidated Chemical & Paint Corp.**

Aug. 29, 1961 filed \$275,000 of 6½% subordinated convertible debentures due 1968 and 68,750 common to be offered in units consisting of \$100 of debentures and 25 common. Price—\$200 per unit. Business—The company manufactures from oil, chemicals and pigments, diverse basic paint lines. Proceeds—For retirement of outstanding 6% debentures, repayment of debt and working capital. Office—456 Driggs Ave., Brooklyn, N. Y. Underwriters—Armstrong & Co., N. Y., and L. C. Wegard & Co., Trenton, N. J. Offering—Imminent.

**Consolidated Production Corp.**

May 26, 1961 filed 125,000 shares of common stock. Price—\$15. Business—Company buys and manages fractional interests in producing oil and gas properties. Proceeds—For investment, and working capital. Office—14 North Robinson, Oklahoma City, Okla. Underwriter—Shearson, Hammill & Co., New York City (managing). Note—This company formerly was named Cador Production Corp. Note—This registration was withdrawn.

**Consolidated Vending Corp.**

Aug. 29, 1961 filed \$150,000 of 6% debentures due 1971 and 50,000 common to be offered in units each consisting of \$150 of debentures and 50 common. Price—\$400 per unit. Business—The operation of vending machines. Proceeds—For repayment of loans, new equipment and working capital. Office—129 S. State St., Dover, Del. Underwriter—William, David & Mottl, Inc., N. Y. Offering—Expected sometime in January.

**Consumer Finance Corp. of America**

Oct. 30, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—A finance company. Proceeds—For debt repayment, expansion and working capital. Office—3000 Federal Highway, Fort Lauderdale, Fla. Underwriter—To be named.

**Consumers Cooperative Association**

Nov. 1, 1961 filed \$8,000,000 of 5½% sub. certificates of indebtedness due 1986 and 200,000 shares of 5½% preferred. Price—(Certificates) \$100 per unit; (preferred) \$25 per share. Business—Manufacture and distribution of petroleum products, fertilizer, feed and other farm supplies. Proceeds—For debt repayment, expansion, and other corporate purposes. Office—3315 N. Oak Trafficway, Kansas City, Mo. Underwriter—None.

**Continental Industrial Electronics Corp.**

Nov. 21, 1961 filed 200,000 common. Price—\$2.50. Business—Development and manufacture of television pic-

ture tubes. Proceeds—For debt repayment and other corporate purposes. Office—2724 Leonis Blvd., Los Angeles. Underwriter—Amos Treat & Co., Inc., N. Y. Offering—Expected sometime in February.

**Continental Leasing Corp.**

June 19, 1961 ("Reg. A") 75,000 common. Price—\$4. Proceeds—For purchase of new automobiles, advertising and promotion, and working capital. Office—4 Gateway Center, Pittsburgh, Pa. Underwriters—Cambridge Securities, Inc., and Stevens, Hickey & Co., N. Y.

**Continental Real Estate Investment Trust**

Aug. 3, 1961 filed 300,000 shares of beneficial interest. Price—\$10. Business—Real estate. Proceeds—For investment. Office—530 St. Paul Place, Baltimore. Underwriter—R. Baruch & Co., Inc., Washington, D. C. (mgr.).

**Continental Vending Machine Corp.**

Aug. 11, 1961 filed \$5,052,700 of 6% convertible subordinated debentures due 1976, being offered for subscription by stockholders on the basis of \$100 of debentures for each 80 common shares held of record Dec. 6 with rights to expire Dec. 26, 1961. Price—At par. Business—The manufacture of vending machines. Proceeds—For repayment of loans and working capital. Office—956 Brush Hollow Road, Westbury, L. I., N. Y. Underwriter—Hardy & Co., N. Y. Offering—Imminent.

**Control Circuits, Inc.**

Nov. 16, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—Manufacture of electronic components and assemblies. Proceeds—For expansion, research and development and working capital. Office—c/o Shepherd, Murtha & Merritt, 97 Elm St., Hartford, Conn. Underwriter—John R. Boland & Co., Inc., N. Y.

**Control Dynamics, Inc.**

Oct. 24, 1961 filed 500,000 common. Price—\$1.15. Business—Development and production of electronic testing and training devices. Proceeds—For expansion and working capital. Office—9340 James Ave., S., Minneapolis. Underwriter—Brandtjen & Bayliss, Inc., St. Paul.

**Control Lease Systems, Inc.**

July 21, 1961 ("Reg. A") 225,000 common. Price—\$1.15. Proceeds—For equipment, research and development and capital expenditures. Office—3386 Brownlow Ave., St. Louis Park, Minn. Underwriters—J. P. Penn & Co., Inc., and M. H. Bishop & Co., Minneapolis. Offering—Imminent.

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**December 28 (Thursday)**

Oceanic Instruments, Inc. Common  
(Globus, Inc.) \$140,000

**December 29 (Friday)**

Lunar Enterprises, Inc. Common  
(Ehrlich, Irwin & Co., Inc.) \$718,750

**January 2 (Tuesday)**

Alson Manufacturing Co. Common  
(Albion Securities Co., Inc.) \$300,000

American Cellulose Corp. Common  
(Doran, Norman & Co., Inc.) \$300,000

Block (H. R.), Inc. Common  
(George K. Baum & Co.) \$300,000

Demarco Business Forms Inc. Common  
(Supple, Yeatman, Mosley Co., Inc.) 100,000 shares

Dynamic Toy, Inc. Common  
(Hancock Securities Corp.) \$243,000

Hartfield Stores, Inc. Debentures  
(Van Alstyne, Noel & Co. and Johnston, Lemon & Co.) \$5,000,000

Mann Research Laboratories, Inc. Common  
(L. D. Sherman & Co.) \$300,000

Maust Coal & Coke Corp. Common  
(Eastman Dillon, Union Securities & Co.) 250,000 shares

Melnor Industries, Inc. Common  
(Francis I. duPont & Co.) 152,500 shares

Olympia Mines, Inc. Capital  
(Gauguin Corp., Ltd.) \$405,000

Policy-Matic Affiliates, Inc. Capital  
(Balogh & Co., Inc.) \$650,000

Polytronic Research, Inc. Common  
(Jones, Kreeger & Co. and Balogh & Co.) 193,750 shares

Recco, Inc. Class A  
(Midland Securities Co., Inc.) 75,000 shares

Sel-Rex Corp. Common  
(Eastman Dillon, Union Securities & Co.) 300,000 shares

Southern Realty & Utilities Corp. Units  
(Hirsch & Co. and Lee Higginson Corp.) 8,280 units

Struthers Scientific & International Corp. Com.  
(Hirsch & Co., Inc.) 150,000 shares

Voron Electronics Corp. Class A  
(John Joshua & Co., Inc. and Reuben Rose & Co.) \$300,000

**January 4 (Thursday)**

Chester Electronic Laboratories, Inc. Common  
(Putnam & Co.) 100,000 shares

Gluckin (Wm.) Co., Ltd. Common  
(Globus, Inc.) \$1,750,000

**January 5 (Friday)**

Koster-Dana Corp. Common  
(Giant & Co.) \$350,000

**January 8 (Monday)**

Agency Tile Industries, Inc. Common  
(International Services Corp.) \$300,000

American Realty & Petroleum Corp. Debentures  
(Troster, Singer & Co.) \$2,000,000

Authenticolor Inc. Common  
(General Economics Corp.) 148,200 shares

Barry (R. G.) Corp. Common  
(Arnold Maikan & Co.) \$500,000

Bolar Pharmaceutical Co., Inc. Common  
(Natale, Miller & Co., Inc.) \$100,000

Citizens Life Insurance Co. of New York Common  
(A. G. Becker & Co.) 147,000 shares

Corrigan Communications, Inc. Common  
(D. E. Liederman & Co., Inc. and Mitchum, Jones & Templeton)

Dale Systems, Inc. Common  
(Theodore Arrin & Co., Inc.) \$325,000

Deer Park Baking Co. Common  
(J. R. Williston & Beane) \$607,500

Diversified Small Business Investment Corp. Com.  
(Lieberbaum & Co. and Morris Cohen & Co.) \$3,000,000

Eastern Properties Improvement Corp. Common  
(Woodcock, Moyer, Fricke & French, Inc.) \$2,500,000

Eastern Properties Improvement Corp. Debens.  
(Woodcock, Moyer, Fricke & French, Inc.) \$1,500,000

Electrosolids Corp. Preference  
(J. R. Williston & Beane) 100,000 shares

Empire Fund, Inc. Capital  
(A. G. Becker & Co., Inc.) 1,250,000 shares

Futura Airlines Common  
(Raymond Moore & Co., Inc. and Pacific Coast Securities Co.)

Happy House, Inc. Common  
(No underwriting) \$700,000

Hoosier Soil Service, Inc. Common  
(Patterson Securities & Investment Co., Inc.) \$283,088

International Mech-Tronics, Inc. Common  
(Theodore Arrin & Co., Inc.) \$240,000

Kelly Girl Service, Inc. Common  
(Dean Witter & Co.) 100,000 shares

Kollmorgen Corp. Common  
(Putnam & Co.) 100,000 shares

Macoid Industries, Inc. Common  
(Charles Plehn & Co.) \$1,500,000

Pulp Processes Corp. Common  
(Wilson, Johnson & Higgins) \$700,000

Rocket Power, Inc. Common  
(Paine, Webber, Jackson & Curtis) 200,000 shares

Rubber & Fibre Chemical Corp. Common  
(Armstrong & Co., Inc.) \$600,000

Sabre, Inc. Common  
(Schmidt, Sharp, McCabe & Co., Inc.) \$100,000

Sonic Systems, Inc. Common  
(Keene & Co., Inc.) \$150,000

Sportsmen, Inc. Units  
(William, David & Mottl, Inc.) \$300,000

Tripoli Co., Inc. Common  
(D. L. Greenbaum & Co.) \$300,000

Uropa International, Inc. Common  
(Dean Samitas & Co.) \$300,000

Voldale, Inc. Common  
(Peters, Writer & Christensen, Inc.) \$229,500

Western Semiconductors, Inc. Capital  
(Currier & Carlsen, Inc.) \$300,000

**January 9 (Tuesday)**

Campbell Soup Co. Capital  
(First Boston Corp. and Merrill Lynch, Pierce, Fenner & Smith Inc.) 91,000 shares

Griesedieck Co. Common  
(Offering to stockholders—underwritten by Edward D. Jones & Co.) 100,000 shares

Municipal Investment Trust Fund, Pa. Series Ints.  
(Ira Haupt & Co.) \$6,375,000

New York Telephone Co. Bonds  
(Bids to be received) \$60,000,000

Savin Business Machines Corp. Common  
(Ira Haupt & Co.) \$1,500,000

World Scope Publishers, Inc. Common  
(Standard Securities Corp.) 300,000 shares

**January 10 (Wednesday)**

Pride Industries, Inc. Common  
(Steven Investment Corp.) \$375,000

Puerto Rico Capital Corp. Common  
(Lieberbaum & Co. and Morris Cohen & Co.) \$5,000,000

Tri-Point Industries, Inc. Common  
(Hill, Darlington & Grimm) 160,000 shares

**January 15 (Monday)**

Campus Casuals of California Common  
(William R. Staats & Co.) 140,000 shares

Cooke Engineering Co. Common  
(Jones, Kreeger & Co.) \$352,000

Orion Electronics Corp. Common  
(A. D. Gilhart & Co., Inc.) \$350,000

Universal Lighting Products, Inc. Common  
(Globus, Inc.) \$175,000

**January 16 (Tuesday)**

A & M Instrument, Inc. Common  
(Crosse & Co., Inc.; V. S. Wickett & Co., Inc. and Thomas, Williams & Lee) \$525,000

Hannett Industries, Inc. Common  
(Albion Securities Co., Inc.) \$300,000

Lincoln Fund, Inc. Common  
(Horizon Management Corp.) 951,799 shares

**January 23 (Tuesday)**

Texas Power & Light Co. Debentures  
(Bids 11:30 a.m.) \$10,000,000

**January 29 (Monday)**

McCall Corp. Debentures  
(Offering to stockholders—underwritten by Goldman, Sachs & Co.) \$9,983,000

S. M. S. Instruments, Inc. Common  
(Lieberbaum & Co.) \$325,000

**February 5 (Monday)**

Raritan Plastics Corp. Common  
(Giant & Co., Inc.) \$500,000

**February 6 (Tuesday)**

Elizabethtown Water Co. Debentures  
(Bids to be received) \$9,000,000

**February 7 (Wednesday)**

El Paso Electric Co. Bonds  
(Bids to be received) \$10,500,000

**February 13 (Tuesday)**

Austin Continental Industries, Inc. Common  
(Raymond Moore & Co.) \$721,000

**Feb. 20 (Tuesday)**

Duke Power Co. Bonds  
(Bids 11 a.m. EST) \$50,000,000

**March 1 (Thursday)**

Oklahoma Gas & Electric Co. Common  
(Offering to stockholders—may be underwritten by Merrill Lynch, Pierce, Fenner & Smith, Inc.) 326,912 shares

**March 5 (Monday)**

West Penn Power Co. Bonds  
(Bids to be received) \$25,000,000



### ● Cooke Engineering Co. (1/15-19)

Sept. 12, 1961 filed 32,000 common. Price—\$11. **Business**—The manufacture of electronic products and the furnishing of engineering services. **Proceeds**—For equipment, new products, sales promotion and working capital. **Office**—735 N. St. Asaph St., Alexandria, Va. **Underwriter**—Jones, Kreeger & Co., Washington, D. C.

### ● Coronet Products Co. (12/27)

Oct. 31, 1961 ("Reg. A") 62,500 common. Price—\$4. **Business**—Manufacture of aluminum storm windows and doors. **Proceeds**—For equipment, inventory and working capital. **Office**—2440 Charlotte St., Kansas City, Mo. **Underwriter**—George K. Baum & Co., Kansas City, Mo.

### ● Corrigan Communications, Inc. (1/8-12)

Sept. 28, 1961 filed 375,000 common. Price—\$2. **Business**—Development and sale of tutorial electronics communications systems for use in individual class rooms. **Proceeds**—To repay loans, purchase machinery, and increase working capital. **Office**—1111 E. Ash Ave., Fullerton, Calif. **Underwriters**—D. E. Liederman & Co., Inc. N. Y. and Mitchum, Jones & Templeton, Los Angeles.

### ● Cosnat Record Distributing Corp.

May 26, 1961 filed 150,000 shares of common stock, of which 105,556 shares are to be offered for public sale by the company and 44,444 outstanding shares by the present holders thereof. Price—To be supplied by amendment. **Business**—The manufacture and distribution of phonograph records. **Proceeds**—For the repayment of debt, and working capital. **Office**—315 W. 47th St., N. Y. **Underwriter**—Amos Treat & Co., N. Y. **Offering**—Expected in January.

### ● Coyle's Voting Machine Co. (12/20)

Aug. 31, 1961 ("Reg. A") 10,000 common. Price—\$14.75. **Business**—The sale of punch card type voting machines. **Office**—830 High St., Hamilton, O. **Underwriter**—John A. Kemper & Co., Lima, O.

### ● Cramer Electronics, Inc. (12/26-29)

July 27, 1961 filed 150,000 common shares, of which 107,250 shares are to be offered by the company and 42,750 shares by the stockholders. Price—By amendment. **Business**—The distribution of electronic components and equipment. **Proceeds**—For repayment of loans, inventory and working capital. **Office**—811 Boylston St., Boston. **Underwriter**—Carl M. Loeb, Rhoades & Co., N. Y. (mgr.)

### ● Creative Electronics, Inc.

Aug. 29, 1961 filed 75,000 class A. Price—By amendment. **Business**—The manufacture of audio reproduction devices, associated products and electrical transformers. **Proceeds**—For expansion, inventory, working capital and general corporate purposes. **Office**—4008 S. Michigan Ave., Chicago. **Underwriter**—None.

### ● Cromwell Business Machines, Inc. (12/18-22)

Aug. 1, 1961 ("Reg. A") 100,000 common shares (par 50 cents). Price—\$3. **Proceeds**—For repayment of loans, machinery, leasehold improvements, advertising and working capital. **Office**—7451 Coldwater Canyon Avenue, North Hollywood, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco.

### ● Crossway Motor Hotels, Inc.

Aug. 4, 1961 filed 70,000 common shares. Price—\$5. **Business**—The operation of a motor hotel chain. **Proceeds**—For acquisition, expansion and the repayment of debt. **Office**—54 Tarrytown Rd., White Plains, N. Y. **Underwriter**—Finkle & Co., N. Y. **Offering**—Imminent.

### ● Cryplex Industries, Inc.

Oct. 10, 1961 filed 80,000 common. Price—\$3.75. **Business**—Manufactures plastic jewelry, dress accessories and novelties. **Proceeds**—For product development, moving expenses and working capital. **Office**—37 E. 18th St., N. Y. **Underwriter**—Herbert Young & Co., Inc., N. Y. **Offering**—Expected in late January.

### ● Custom Metal Products, Inc.

Nov. 20, 1961 filed 100,000 common. Price—\$4. **Business**—Manufacture of metal components and electronic hardware to precise tolerances. **Proceeds**—For repayment of debt and other corporate purposes. **Office**—626 Atkins Ave., Brooklyn, N. Y. **Underwriter**—Blank, Lieberman & Co., Inc., N. Y.

### ● Cybernetic Systems Corp.

Dec. 5, 1961 filed 100,000 class A shares. Price—\$4. **Business**—Company plans to operate a service to furnish advice, assistance and skill in the field of data processing. **Proceeds**—For general corporate purposes. **Office**—71 W. 23rd St., N. Y. **Underwriter**—Jay W. Kaufmann & Co., N. Y.

### ● Dale Systems, Inc. (1/8-12)

Aug. 9, 1961 filed 100,000 common. Price—\$3.25. **Business**—A shopping service which checks the efficiency of retail sales employees. **Proceeds**—Expansion and general corporate purposes. **Office**—1790 B'way, N. Y. **Underwriter**—Theodore Arrin & Co., Inc., N. Y.

### ● Data-Design Laboratories, Inc.

Oct. 9, 1961 filed 100,000 capital shares. Price—By amendment. **Business**—Publishing of technical reports and manuals covering electronic equipment. **Proceeds**—For debt repayment and working capital. **Office**—945 E. California St., Ontario, Calif. **Underwriter**—Morgan & Co., Los Angeles.

### ● Dateline Computer Processing Associates, Ltd.

Nov. 21, 1961 ("Reg. A") 160,000 common. Price—\$1.25. **Business**—Renders consulting services in the field of commercial data processing. **Proceeds**—For debt repayment and working capital. **Office**—50 E. 42nd St., N. Y. **Underwriter**—Robert F. Shaw, Locust Valley, N. Y.

### ● David & Dash, Inc.

Oct. 25, 1961 filed 108,000 common. Price—\$5. **Business**—Designing, converting, importing and distributing of decorative fabrics. **Proceeds**—For debt repayment and general corporate purposes. **Office**—2445 N. Miami Ave.,

Miami, Fla. **Underwriter**—Stirling, Linder & Prigal, Inc., 50 Broadway, N. Y.

### ★ David's Inc.

Nov. 29, 1961 ("Reg. A") 60,000 common. Price—\$4. **Business**—Operation of a membership department store. **Proceeds**—For working capital. **Office**—11000 E. Kellogg St., Wichita, Kan. **Underwriters**—Quinn & Co., Albuquerque; A. G. Edwards & Sons, St. Louis; Peters, Writer & Christensen, Inc., Denver; Midland Securities Co., Inc., Kansas City, Mo.; and Dempsey-Tegeler & Co., St. Louis.

### ● Davis (H.) Toy Corp.

Nov. 27, 1961 filed 100,000 capital shares (with attached warrants to purchase an additional 100,000 shares), to be offered in units of one share and one warrant. Price—\$3.25 per unit. **Business**—Manufactures educational toys. **Proceeds**—To repay debt and increase working capital. **Office**—794 Union St., Brooklyn, N. Y. **Underwriters**—Hampstead Investing Corp., Aetna Securities Corp., and Atlas Securities Corp., N. Y.

### ● Deer Park Baking Co. (1/8-12)

Oct. 27, 1961 filed 90,000 common, of which 10,000 shares are to be offered by the company and 80,000 shares by stockholders. Price—\$6.75. **Business**—Manufacture of Danish-style and ice-box cookies. **Proceeds**—For working capital and general corporate purposes. **Office**—South Egg Harbor Rd., Hammonton, N. J. **Underwriter**—J. R. Williston & Beane, N. Y.

### ● Delaware Barrel & Drum Co., Inc.

Sept. 26, 1961 filed 100,000 common. Price—By amendment. **Business**—Manufacture of plastic shipping containers and tanks. **Proceeds**—For research and development and other corporate purposes. **Office**—Eden Park Gardens, Wilmington, Del. **Underwriter**—G. H. Walker & Co., N. Y.

### ● Delford Industries, Inc.

Sept. 28, 1961 filed 95,000 common. Price—\$3.50. **Business**—Manufacture of precision rubber extrusions. **Proceeds**—Plant expansion, equipment, debt repayment and working capital. **Office**—82-88 Washington St., Middletown, N. Y. **Underwriter**—I. R. E. Investors Corp., Levittown, N. Y.

### ● Delta Capital Corp.

Aug. 9, 1961 filed 500,000 common shares. Price—By amendment. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—610 National Bank of Commerce Building, New Orleans. **Underwriters**—Blair & Co., New York and Howard, Weil, Labouisse, Friedrichs & Co., New Orleans (managing). **Offering**—Expected in early 1962.

### ● Delta Venture Capital Corp.

July 13, 1961 filed 520,000 common shares. Price—\$3.30. **Business**—An investment company. **Office**—1011 N. Hill St., Hopkins, Minn. **Underwriter**—None.

### ● Demarco Business Forms Inc. (1/2-5)

Sept. 26, 1961 filed 100,000 class A common (with attached warrants to purchase an additional 50,000 shares). Price—By amendment. **Business**—Manufacture of custom-made printed business forms. **Proceeds**—Expansion, payment of taxes, and working capital. **Office**—3747 Ridge Ave., Philadelphia. **Underwriter**—Suplee, Yeatman, Mosley Co., Inc., Philadelphia.

### ● Dennis Real Estate Investment Trust

July 24, 1961 filed 100,000 shares of beneficial interest. Price—\$100. **Business**—A real estate investment company. **Office**—90 State Street, Albany, N. Y. **Underwriter**—None.

### ● Dero Research and Development Corp.

(12/26-29)  
Aug. 24, 1961 ("Reg. A") 54,000 common. Price—\$2.40. **Business**—The manufacture of FM Deviation Monitors. **Proceeds**—For development, expansion, advertising and working capital. **Office**—Broadway and Park Ave., Huntington, N. Y. **Underwriter**—James Co., N. Y.

### ● Deuterium Corp.

Sept. 28, 1961 filed 140,000 common with attached warrants to purchase an additional 140,000 shares to be offered for subscription by stockholders in units (of one share and one warrant) on the basis of 3 units for each 5% preferred share held, 2 units for each 5% preferred A stock held and one unit for each 10 class B shares held. Price—\$20 per unit. **Business**—Company plans to manufacture and utilize all kinds of chemical materials. **Proceeds**—For start-up expenses for a laboratory and small plant. **Office**—360 Lexington Ave., New York. **Underwriter**—None.

### ● District Photo, Inc.

Nov. 16, 1961 filed 100,000 common, of which 80,000 are to be offered by the company and 20,000 by a stockholder. Price—By amendment. **Business**—Processes and prints photographic film and distributes wholesale photographic equipment. **Proceeds**—For repayment of debt, plant expansion, and working capital. **Office**—3306 Wisconsin Ave., N. W., Washington, D. C. **Underwriter**—Auchincloss, Parker & Redpath, Washington, D. C.

### ● District Wholesale Drug Corp. of Washington

Sept. 19, 1961 filed \$500,000 of 6% convertible subordinated fund debentures due 1976, also 100,000 class A common. Price—Debentures—At par. Common—\$4. **Business**—The sale of drug products to retail stores in Washington, Maryland and Virginia. **Proceeds**—For the repayment of debt, and working capital. **Office**—52-60 O St., N. W., Washington, D. C. **Underwriter**—Auchincloss, Parker & Redpath, Washington, D. C.

### ● Diversified Small Business Investment Corp.

(1/8-12)  
Sept. 27, 1961 filed 600,000 common. Price—\$5. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—214 Engle St., Englewood, N. J. **Underwriters**—Lieberbaum & Co. and Morris Cohon & Co., N. Y.

### ● Dixie Dinettes, Inc.

Sept. 28, 1961 filed 144,000 common. Price—\$5. **Business**—Manufacture of tables and chairs for use in kitchens and dinettes. **Proceeds**—For selling stockholders. **Office**—Dabney Rd., Richmond, Va. **Underwriter**—Rubin, Rennert & Co., Inc.

### ● Dolphin-Miller Mines Ltd.

Oct. 3, 1961 filed 1,600,000 capital shares, of which 1,200,000 shares are to be offered by the company and 400,000 shares by stockholders. Price—50c. **Business**—The exploration and production of ores. **Proceeds**—For salaries and general corporate purposes. **Office**—25 Adelaide St., W., Toronto, Canada. **Underwriter**—Brewis & White Ltd., Toronto.

### ● Don Mills, Inc.

Sept. 27, 1961 ("Reg. A") 60,000 common. Price—\$5. **Business**—Financing of shipments of business machines. **Proceeds**—General corporate purposes. **Office**—Red Rock Bldg., Atlanta, Ga. **Underwriter**—Stan-Bee & Co., Washington, D. C.

### ● Dougherty Brothers Co.

Oct. 24, 1961 filed 120,000 common. Price—By amendment. **Business**—Manufacture of medicine droppers and components and glass cartridges for the pharmaceutical industry. **Proceeds**—For debt repayment and general corporate purposes. **Address**—Buena, N. J. **Underwriters**—Suplee, Yeatman, Mosley Co., Inc., Philadelphia. **Offering**—Expected sometime in January.

### ● Dunlap Electronics

Sept. 27, 1961 filed 80,000 common. Price—By amendment. **Business**—Distribution of electronic parts made by other firms. **Proceeds**—For a new subsidiary, repayment of debt and working capital. **Office**—27 S. Grant St., Stockton, Calif. **Underwriter**—Birr & Co., Inc., San Francisco.

### ● Duralite Co., Inc.

Nov. 29, 1961 filed 128,000 common. Price—\$4. **Business**—Design and manufacture of aluminum-frame outdoor and porch furniture. **Proceeds**—For product development, equipment and working capital. **Office**—2 Barbour Ave., Passaic, N. J. **Underwriter**—Preiss, Cinder & Hoffman Inc., N. Y.

### ● Dynamic Toy, Inc. (1/2-5)

June 30, 1961 ("Reg. A") 81,000 common. Price—\$3. **Business**—Manufacture of toys. **Proceeds**—Advertising, development of new products, expansion and working capital. **Address**—109 Ainslie St., Brooklyn, N. Y. **Underwriter**—Hancock Securities Corp., N. Y.

### ● EMAC Data Processing Corp. (12/27-29)

Sept. 8, 1961 filed 100,000 common. Price—\$2.50. **Business**—The company conducts an electronic data processing service. **Proceeds**—Rental of additional data processing equipment, sales promotion, salaries, rent, furniture and working capital. **Office**—46-36 53rd Ave., Maspeth, N. Y. **Underwriter**—M. W. Janis Co., Inc., N. Y.

### ● Eastern Properties Improvement Corp.

(1/8-12)  
Aug. 22, 1961 filed \$1,500,000 of subordinated debentures due 1981 and 250,000 common shares. Price—For debentures, \$1,000; for stock, \$10. **Business**—General real estate. **Proceeds**—For the acquisition and development of real properties, repayment of debt and engineering, etc. **Office**—10 E. 40th St., New York. **Underwriter**—Woodcock, Moyer, Fricke & French, Inc., Philadelphia.

### ● Econ-O-Pay, Inc.

Oct. 26, 1961 filed 1,000,000 common. Price—\$3. **Business**—A dealer recourse finance business. **Proceeds**—General corporate purposes. **Office**—164 E. Main St., Valley City, N. D. **Underwriter**—Reserve Funds, Inc., Valley City, N. D.

### ● Economy Food Enterprises Corp.

Nov. 29, 1961 ("Reg. A") 100,000 common. Price—\$3. **Business**—Sale and servicing of home food freezers and sale of bulk food to freezer owners. **Proceeds**—For general corporate purposes. **Office**—180 Babylon Turnpike, Roosevelt, L. I., N. Y. **Underwriter**—Sentinel Securities Planning Corp., Long Island City, N. Y.

### ● Economy Water Conditioners of Canada Ltd.

Nov. 21, 1961 ("Reg. A") 100,000 common. Price—\$3. **Business**—Sale of water conditioning units to home owners. **Proceeds**—Rental of units, new distributorships and expansion. **Office**—36 Densley Ave., Toronto. **Underwriter**—S. I. Emrich Associates, Inc., N. Y.

### ● Edu-tronics, Inc.

Oct. 27, 1961 filed 80,000 common. Price—\$4. **Business**—Distribution of electronic parts and equipment. Company also plans to manufacture and sell electronic teaching machines. **Proceeds**—For product development and other corporate purposes. **Office**—136-05 35th Ave., Flushing, N. Y. **Underwriters**—Packer-Wilbur & Co., Inc. (mgr.) and Earle Securities Co., Inc., N. Y.

### ● Educator & Executive Co.

Nov. 30, 1961 filed 174,900 common. Price—By amendment. **Business**—An holding company for insurance concerns. **Proceeds**—For general corporate purposes. **Office**—3857 N. High St., Columbus, Ohio. **Underwriter**—McDonald & Co., Cleveland.

### ● Eldre Components, Inc.

Nov. 9, 1961 filed 100,000 common, of which 75,000 are to be offered by the company and 25,000 by a selling stockholder. Price—\$4. **Business**—Manufacture and processing of metal parts and products. **Proceeds**—For expansion and other corporate purposes. **Office**—187 N. Water St., Rochester, N. Y. **Underwriter**—Charles Plohn & Co., N. Y. **Note**—This registration was withdrawn.

### ● Electra International, Ltd.

May 5, 1961 filed 70,000 capital shares. Price—To be supplied by amendment. **Business**—Manufacture of products

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in the automotive ignition field for sale outside the United States. **Proceeds**—For research, and development and working capital. **Office**—222 Park Ave., South, N. Y. **Underwriter**—To be named. **Note**—This registration was withdrawn.

#### Electro-Mec Instrument Corp.

Sept. 15, 1961 filed 176,480 common. **Price**—\$6. **Business**—The design, manufacture and sale of potentiometers, digitometers and goniometers used in airborne computing devices. **Proceeds**—For the selling stockholder, Waltham Precision Instrument Co., Inc. **Office**—47-51 33rd St., Long Island City, N. Y. **Underwriter**—Sterling, Grace & Co., N. Y. **Offering**—Expected in January.

#### Electro-Tec Corp.

July 28, 1961 filed 91,000 common shares (par 10 cents). **Price**—By amendment. **Business**—The manufacture of slip rings and brush block assemblies, switching devices, relays, and precious metal products. **Proceeds**—For the selling stockholders. **Office**—10 Romanelli Ave., South Hackensack, N. J. **Underwriter**—Harriman Ripley & Co., Inc., N. Y. (mgr.). **Offering**—Expected in January.

#### Electromagnetics Corp.

Nov. 17, 1961 filed 75,000 common. **Price**—\$5. **Business**—Design and manufacture of precision nuclear magnetic instrumentation. **Proceeds**—For general corporate purposes. **Office**—Sawyer Lane, Hudson, Mass. **Underwriter**—Gianis & Co., Inc., N. Y.

#### Electronic Communications, Inc. (12/19)

Sept. 22, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Development and manufacture of electronic communication systems and equipment. **Proceeds**—General corporate purposes. **Office**—1501 72nd St. N., St. Petersburg, Fla. **Underwriter**—Laird & Co., Corp., Wilmington, Del.

#### Electronic Controls, Inc.

Nov. 29, 1961 filed 100,000 common. **Price**—\$3. **Business**—Design and manufacture of automatic electronic and computer controlled drives and systems, helicopter check-out, flight control and landing control systems and multi-contact relays and switches. **Proceeds**—For debt repayment, working capital and other corporate purposes. **Office**—67 Southfield Ave., Stamford, Conn. **Underwriter**—Seymour, Bernard & DeBoff, Inc., N. Y.

#### Electronic Transmission Corp. (12/26-29)

Oct. 27, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture, design and field testing of closed-circuit television. **Proceeds**—For debt repayment and other corporate purposes. **Office**—103 Hawthorne Ave., Valley Stream, N. Y. **Underwriters**—V. S. Wickett & Co., Inc. and Thomas, Williams & Lee, Inc., N. Y.

#### Electrosolids Corp. (1/8-12)

Oct. 30, 1961 filed 100,000 cum. conv. preference shares. **Price**—By amendment. **Business**—Production of devices for converting AC-DC current for aircraft, missiles and ships. **Proceeds**—Debt repayment and other corporate purposes. **Office**—12740 San Fernando Rd., N. Sylmar, Calif. **Underwriter**—J. R. Williston & Beane, N. Y.

#### Elmar Electronics Inc.

Sept. 29, 1961 filed 200,000 common, of which 100,000 will be sold by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—Distribution of electronic parts and equipment. **Proceeds**—Debt repayment, expansion and working capital. **Office**—140 Eleventh St., Oakland, Calif. **Underwriter**—Schwabacher & Co., San Francisco.

#### Empire Fund, Inc. (1/8-12)

June 28, 1961 filed 1,250,000 shares of capital stock to be offered in exchange for blocks of designated securities. **Business**—A "centennial-type" fund which plans to offer a tax free exchange of its shares for blocks of corporate securities having a market value of \$20,000 or more. **Office**—44 School Street, Boston, Mass. **Underwriter**—A. G. Becker & Co., Inc., Chicago.

#### Empire Precision Components, Inc.

Aug. 29, 1961 ("Reg. A") 65,000 class A. **Price**—\$4. **Business**—The manufacture of metal component parts for precision electronic connectors. **Proceeds**—For moving expenses, a new plant, equipment, repayment of loans and working capital. **Office**—574 President St., Brooklyn, N. Y. **Underwriter**—Ezra Kureen Co., N. Y. **Offering**—Imminent.

#### Eon Corp.

Oct. 2, 1961 filed 133,333 common. **Price**—By amendment. **Business**—Manufacture of equipment for radiation detection and measurements. **Proceeds**—For equipment, leasehold improvements and working capital. **Office**—175 Pearl St., Brooklyn. **Underwriter**—L. H. Rothchild & Co., N. Y.

#### Equitable Credit & Discount Co.

Oct. 27, 1961 filed \$1,000,000 of 6½% jr. subord. conv. debentures due 1977 and 50,000 common shares to be offered in units consisting of \$500 of debentures and 25 shares. **Price**—\$550 per unit. **Business**—Lending and insurance. **Proceeds**—For working capital. **Office**—674 N. Broad St., Philadelphia. **Underwriter**—Paul C. Kimball & Co., Chicago.

#### Equity Capital Co.

Nov. 29, 1961 filed \$3,000,000 of 8% subordinate debentures due 1965. **Price**—At par. **Business**—The investment in mortgages and the making of construction loans to builders and property owners. **Proceeds**—For repayment of debt and working capital. **Office**—430 First Ave., North, Minneapolis. **Underwriter**—None.

#### Executive House, Inc. (12/18-22)

Aug. 29, 1961 filed \$2,000,000 of 6% subordinated sinking fund debentures due 1971 and 400,000 common to be offered in 200,000 units, each consisting of a \$10 debenture (with 2 warrants) and two common. **Price**—By amendment. **Business**—The operation of hotels. **Proceeds**—For

investment in a subsidiary and realty acquisitions. **Office**—71 E. Wacker Dr., Chicago. **Underwriters**—Bear, Stearns & Co., N. Y. C. and Straus, Blosser & McDowell Co., Chicago (mgrs.).

#### Extrin Foods, Inc.

Nov. 29, 1961 filed 100,000 common. **Price**—\$3.25. **Business**—Creation and manufacture of flavors for the baking and confectionary industries. **Proceeds**—For additional personnel, new products and possible acquisitions. **Office**—70 Barclay St., N. Y. **Underwriters**—Hay, Fales & Co., and McLaughlin, Kaufman & Co., N. Y.

#### Fairbanks Wire Co., Inc.

Oct. 30, 1961 filed 54,000 common. **Price**—\$3. **Business**—Manufactures specialized machinery and equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—Walnut St., M D 23, Newburg, N. Y. **Underwriter**—First Madison Corp., N. Y.

#### Family Circle Associates, Inc. (12/20)

Aug. 30, 1961 filed 50,000 class A common. **Price**—\$7. **Business**—The operation of retail discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—30 Main St., Keyport, N. J. **Underwriter**—Russell & Saxe, Inc., N. Y.

#### Family Record Plan, Inc.

Nov. 20, 1961 filed 200,000 common. **Price**—By amendment. **Business**—Sale of photographic portraits and albums. **Proceeds**—For selling stockholders. **Office**—2015 W. Olympic Blvd., Los Angeles. **Underwriter**—Bache & Co., N. Y.

#### Faradyne Electronics Corp.

Jan. 30, 1961 filed \$2,000,000 of 6% convertible subordinated debentures. **Price**—100% of principal amount. **Business**—The company is engaged in the manufacture and distribution of high reliability materials and basic electronic components, including dielectric and electrolytic capacitors and precision tungsten wire forms. **Proceeds**—For the payment of debts and for working capital. **Office**—471 Cortlandt Street, Belleville, N. J. **Underwriter**—To be named. **Note**—July 11, the SEC instituted "Stop Order" proceedings challenging the accuracy and adequacy of this statement.

#### Fashion Industries, Inc.

Sept. 26, 1961 filed 95,600 common, of which 68,000 will be sold by the company and 27,600 by stockholders. **Price**—\$4.75. **Business**—Manufacture and sale of women's apparel. **Proceeds**—For repayment of debt, purchase of equipment, taxes, and working capital. **Office**—Gauthier St., Tuskegee, Ala. **Underwriter**—Wright, Redden, Myers & Bessell, Inc., Washington, D. C. **Note**—This registration was withdrawn.

#### Fastlane Inc.

Sept. 28, 1961 filed \$400,000 of 6% conv. subord. debentures due 1971 and 40,000 common shares to be offered publicly in units of one \$500 debenture and 50 common. **Price**—\$575 per unit. **Business**—Manufacture of concealed zippers. **Proceeds**—Debt repayment, advertising and working capital. **Office**—8 Washington Place, N. Y. **Underwriter**—G. Everett Parks & Co., Inc., N. Y. **Offering**—Expected in late January.

#### Fastpak, Inc.

Nov. 30, 1961 filed 125,000 common. **Price**—\$5. **Business**—The distribution of nuts, bolts and other fastening devices manufactured by others. **Proceeds**—For debt repayment and general corporate purposes. **Office**—8 Benson Place, Freeport, N. Y. **Underwriter**—Arnold Malkan & Co., Inc., N. Y.

#### Fidelity American Financial Corp.

Oct. 3, 1961 filed 100,000 common. **Price**—\$5. **Business**—Commercial finance company. **Proceeds**—General corporate purposes. **Office**—42 S. 15th St., Phila. **Underwriter**—Netherlands Securities Co., Inc., N. Y.

#### Fidelity Mining Investments Ltd.

Nov. 30, 1961 filed 800,000 common. **Price**—By amendment. **Business**—Exploration and testing of mining properties. **Proceeds**—For general corporate purposes. **Office**—62 Richmond St., Toronto. **Underwriter**—G. V. Kirby & Associates, Ltd., Toronto.

#### Fields Plastics & Chemicals, Inc.

Nov. 29, 1961 filed 220,000 common. **Price**—By amendment. **Business**—Manufacture of vinyl plastic sheeting. **Proceeds**—For selling stockholders. **Office**—199 Garibaldi Ave., Lodi, N. J. **Underwriter**—Sutro Bros. & Co., N. Y.

#### Fifth Avenue Cards, Inc. (12/26-29)

Sept. 28, 1961 filed 115,000 class A capital shares. **Price**—By amendment. **Business**—Operation of a chain of retail greeting card stores. **Proceeds**—Debt repayment, working capital and expansion. **Office**—18 W. 34th St., N. Y. **Underwriters**—Hardy & Co. and Filor, Bullard & Smyth, N. Y.

#### Filon Plastics Corp.

Dec. 4, 1961 filed 200,000 common, of which 50,000 are to be offered by the company and 150,000 by stockholders. **Price**—By amendment. **Business**—Manufactures translucent fiberglass panels for building and decorative purposes. **Proceeds**—For expansion and working capital. **Office**—333 North Van Ness Ave., Hawthorne, Calif. **Underwriter**—White, Weld & Co., N. Y.

#### First Federated Life Insurance Co.

Sept. 20, 1961 filed 10,000 capital shares to be offered for subscription by stockholders at the rate of one new share for each two held. **Price**—\$35. **Proceeds**—To increase capital. **Office**—Munsey Bldg., Baltimore, Md. **Underwriter**—None.

#### First Hartford Realty Corp.

Oct. 30, 1961 filed 500,000 common. **Price**—By amendment. **Business**—Real estate investment. **Proceeds**—For property acquisitions, debt repayment and other corporate purposes. **Office**—380-390 W. Middle Turnpike, Manchester, Conn. **Underwriter**—Putnam & Co., Hartford. **Offering**—In early February.

#### First Midwest Capital Corp.

Sept. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—General corporate purposes. **Office**—512 Nicollet Ave., Minneapolis. **Underwriters**—Paine, Webber, Jackson & Curtis, N. Y., and Craig-Hallum, Kinard, Inc., Minneapolis. **Offering**—Expected in January.

#### First New York Capital Fund, Inc.

Oct. 27, 1961 filed 2,770,000 capital shares. **Price**—\$1. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—1295 Northern Blvd., Manhasset, N. Y. **Underwriter**—None.

#### First Scientific Corp.

Dec. 6, 1961 filed 200,000 class A stock. **Price**—\$3. **Business**—Company plans to acquire, invest in, and finance patents and new scientific technology. **Proceeds**—For general corporate purposes. **Office**—375 Park Ave., N. Y. **Underwriters**—Netherlands Securities Co., Inc., Seymour Blauner Co., and Sprayregen, Haft & Co., N. Y.

#### Flair Cards, Inc.

Nov. 14, 1961 ("Reg. A") 74,667 common. **Price**—\$3. **Business**—Manufactures greeting cards, greeting card trays, dishes, note paper, etc. **Proceeds**—For debt repayment and working capital. **Office**—537 W. 53rd St., N. Y. **Underwriter**—Amber, Burstein & Co., Inc., N. Y.

#### Fleetwood Securities Corp. of America (12/26-29)

Aug. 8, 1961 filed 70,000 common shares, of which 56,000 shares are to be offered by the company and 14,000 shares by stockholders. **Price**—\$10. **Business**—Distributor of Electronics Investment Corp., Contractual Plans and a broker-dealer registered with NASD. **Proceeds**—To increase net capital and for investment. **Office**—44 Wall St., N. Y. **Underwriter**—General Securities Co., Inc., N. Y.

#### Flex-I-Brush, Inc.

Nov. 27, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of one piece disposable plastic toothbrushes. **Proceeds**—For general corporate purposes. **Office**—7400 N. W. Seventh Ave., Miami, Fla. **Underwriter**—Meadowbrook Securities, Inc., Hempstead, N. Y.

#### Florida Palm-Aire Corp.

Oct. 19, 1961 filed 463,000 common, of which 310,000 shares are to be offered for subscription by the stockholders on a 1-for-3 basis, and 153,000 shares will be sold to the public. **Price**—\$2. **Business**—Purchase, development and sale of undeveloped real property and related activities. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1790 N. Federal Highway, Pompano Beach, Fla. **Underwriter**—Hardy & Co., N. Y. **Offering**—Expected sometime in January.

#### Flower City Industries, Inc.

Nov. 29, 1961 filed 100,000 common. **Price**—\$3.25. **Business**—Design and manufacture of plastic artificial foliage and flowers. **Proceeds**—For general corporate purposes. **Address**—St. Thomas, Virgin Islands. **Underwriter**—Seidman & Williams, N. Y.

#### Floyd Bennett Stores, Inc.

Aug. 30, 1961 filed 100,000 common. **Price**—By amendment. **Business**—The operation of discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—300 W. Sunrise Highway, Valley Stream, N. Y. **Underwriters**—Goodkind, Neufeld, Joroon Co., Inc. and Richter & Co., N. Y. (mgrs.). **Offering**—Imminent.

#### Fluke (John) Mfg. Co., Inc.

Dec. 11, 1961 filed 170,000 common, of which 135,000 are to be offered by the company and 35,000 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of precision electronic instruments, potentiometers, and related components. **Proceeds**—For debt repayment and working capital. **Office**—7100-220th St., S. W., Mountlake Terrace, Wash. **Underwriter**—White, Weld & Co., N. Y.

#### Fluorocarbon Co. (12/18-22)

Oct. 23, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Processing and fabrication of fluorocarbon plastic raw materials and parts. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1754 S. Clementine St., Anaheim, Calif. **Underwriter**—D. A. Lomasney & Co., N. Y.

#### Folz Vending Co., Inc.

Sept. 26, 1961 filed 55,000 common. **Price**—\$6. **Business**—The distribution of novelties, candy, etc. through vending machines. **Proceeds**—To repay loans, purchase machines, and increase working capital. **Office**—990 Long Beach Rd., Oceanside, N. Y. **Underwriter**—None.

#### Food Corp. of America

Oct. 5, 1961 filed 50,000 common. **Price**—\$2.50. **Business**—The acquisition of enterprises engaged in the food processing industry. **Proceeds**—For repayment of debt and working capital. **Office**—1207 Foshay Tower, Minneapolis, Minn. **Underwriter**—None.

#### Foods Plus, Inc. (12/18)

Sept. 22, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A manufacturer, wholesaler, and retailer of vitamin products. **Proceeds**—For selling stockholders. **Office**—62 W. 45th St., N. Y. **Underwriter**—Shearson, Hammill & Co., N. Y.

#### Fram Corp. (12/19)

Sept. 1, 1961 filed 50,000 common. **Price**—By amendment. **Business**—The manufacture of oil and air filtration equipment for engines. **Proceeds**—To reimburse Treasury for a recent acquisition. **Office**—105 Pawtucket Ave., East Providence, R. I. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

#### Futura Airlines (1/8-12)

Oct. 20, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Furnishing of scheduled air transportation service. **Proceeds**—For debt repayment and general corporate purposes. **Office**—8170 Beverly Rd., Los Angeles.



**Underwriters**—Raymond Moore & Co., Los Angeles and Pacific Coast Securities Co., San Francisco.

**Garden State Small Business Investment Co.**  
Oct. 27, 1961 filed 330,000 common. Price—\$3. Business—A small business investment company. **Proceeds**—For investment. Office—1180 Raymond Blvd., Newark, N. J. **Underwriter**—Godfrey, Hamilton, Taylor & Co., N. Y.

**Gas Hills Uranium Co.**  
Aug. 29, 1961 filed 847,035 common to be offered for subscription by stockholders on a 1-for-10 basis. Price—By amendment. Business—The operation of uranium mines and a mill. **Proceeds**—For repayment of loans, acquisitions and working capital. Office—224 Ivinson St., Laramie, Wyo. **Underwriter**—None.

**Gateway Chemicals, Inc.**  
Nov. 22, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by a stockholder. Price—By amendment. Business—Compounding and packaging of chemical products, primarily detergents. **Proceeds**—For working capital. Office—8136 S. Dobson Ave., Chicago. **Underwriter**—Federman, Stonehill & Co., N. Y.

★ **General Computer/Electronics Corp.**  
Dec. 4, 1961 ("Reg. A") 100,000 common. Price — \$3. Business—Manufacture of an automatic particle counter to monitor dust contamination in clean rooms; an automatic bowling scorer; the design of an automatic optical inspection device to sort and inspect high quality optical instrument glass, and the development of a nuclear radiation monitor. **Proceeds** — For equipment and general corporate purposes. Offices—593 Broadway, Rochester, N. Y. and 96 S. White Horse Pike, Berlin, N. J. **Underwriter**—None.

★ **General Corp. of America**  
Dec. 7, 1961 filed 266,000 common. Price—By amendment. Business—A holding company for an insurance firm. **Proceeds**—For general corporate purposes. Office—672 Hanna Bldg., Cleveland, O. **Underwriter**—Merrill, Turben & Co., Inc., Cleveland.

● **Glacier Publishing International, Inc.**  
Sept. 15, 1961 filed 112,500 common. Price—\$3. Business—Publishing of crossword puzzle magazines, pricing guide directories and certain annual publications. **Proceeds** — Repayment of debt, and working capital. Office—26 B'way, N. Y. **Underwriter**—Farrell Securities Co., N. Y. Note—This registration was withdrawn.

**Glass-Tite Industries, Inc.**  
Sept. 27, 1961 filed 185,000 common, of which 135,000 are to be offered by the company and 50,000 by a stockholder. Price—By amendment. Business—Manufacture of glass-to-metal hermetic seals. **Proceeds**—For purchase of equipment, investment in a subsidiary, research and development, moving expenses, and working capital. Office—725 Branch Ave., Providence, R. I. **Underwriter**—Hemphill, Noyes & Co., N. Y.

**Global Steel Products Corp.**  
Nov. 3, 1961 filed 68,000 common. Price—By amendment. Business—Manufacture of prefabricated metal toilet compartments. **Proceeds**—Debt repayment and general corporate purposes. Office—10014 Avenue D, Brooklyn, N. Y. **Underwriter** — Treibick, Seiden & Forsyth, N. Y.

**Globe Coliseum, Inc.**  
July 21, 1961 ("Reg. A") 300,000 common shares. Price — At par (\$1). **Proceeds**—For construction of a coliseum building, furnishings and incidental expenses. Address—c/o Fred W. Layman, 526 S. Center, Casper, Wyo. **Underwriter**—Northwest Investors Service, Inc., Billings, Mont. **Offering**—Imminent.

**Globe Industries, Inc.**  
Oct. 30, 1961 filed 200,000 common, of which 100,000 are to be offered by the company and 100,000 by stockholders. Price—By amendment. Business—Manufacture of miniature electric motors, powdered metal products and devices for the missile and aircraft industries. **Proceeds**—For debt repayment and working capital. Office—1784 Stanley Ave., Dayton, Ohio. **Underwriter**—McDonald & Co., Cleveland.

**Gluckin (Wm.) Co. Ltd. (1/4)**  
Aug. 25, 1961 filed 175,000 common. Price—\$10. Business—The manufacture of ladies' underclothing. **Proceeds**—For repayment of loans and general corporate purposes. Office—Bank of Bermuda Bldg., Hamilton, Bermuda. **Underwriter**—Globus, Inc., N. Y. (mgr.)

**Golf Courses, Inc.**  
Aug. 28, 1961 filed 100,000 capital shares. Price—\$6. Business—The company plans to operate a public golf course and a private country club. **Proceeds**—For purchase of land, construction and general corporate purposes. Office—1352 Easton Rd., Warrington, Bucks County, Pa. **Underwriter**—Metropolitan Securities, Inc., Philadelphia (mgr.)

**Gotham Investment Corp.**  
Nov. 21, 1961 filed 100,000 common. Price—\$6. Business—Real estate investment. **Proceeds**—For working capital and other corporate purposes. Office—1707 H St., N. W., Washington, D. C. **Underwriter**—Rouse, Brewer, Becker & Bryant, Inc., Washington, D. C.

**Gould Paper Co.**  
Sept. 28, 1961 filed 140,000 common. Price—\$11. Business—Manufacture of paper. **Proceeds**—Expansion and working capital. Office—Lyons Falls, N. Y. **Underwriter**—Amos Treat & Co., Inc., N. Y. **Offering**—In early Jan.

**Gradiatz, Annis & Co., Inc.**  
Sept. 27, 1961 filed 116,875 common, of which 25,350 shares will be offered by the company and 91,525 by a stockholder. Price—By amendment. Business—Manufacture of cigars. **Proceeds**—To prepay notes and increased working capital. Office—2311-18th St., Tampa, Fla. **Underwriter**—W. C. Langley & Co., N. Y.

**Grafco Industries, Inc.**  
Sept. 27, 1961 filed 77,250 common. Price—\$4. Business—Manufacture of graphic arts equipment, chemicals and supplies. **Proceeds**—For the operation of a subsidiary, new product development, equipment and other corporate purposes. Office—291 Third Ave., N. Y. **Underwriter**—Philips, Rosen and Appel, N. Y.

● **Great Southern Real Estate Trust**  
Nov. 30, 1961 filed 320,000 shares of beneficial interest. Price—By amendment. Business—Real estate investment. **Proceeds**—For general purposes of the Trust. Office—200 First National Bank Bldg. Annex, Atlanta. **Underwriter**—Courts & Co., Atlanta.

**Greater Pittsburgh Capital Corp.**  
Nov. 14, 1961 filed 250,000 common. Price—\$11. Business—A small business investment company. **Proceeds**—For investment. Office—952 Union Trust Bldg., Pittsburgh. **Underwriters**—Moore, Leonard & Lynch and Singer, Dean & Scribner, Pittsburgh.

**Green (Henry J.) Instrument Co.**  
Aug. 24, 1961 filed 140,000 common. Price—\$2.25. Business—The manufacture of precision meteorological instruments. **Proceeds**—For repayment of loans, equipment, salaries and general corporate purposes. Office—2500 Shames Dr., Westbury, N. Y. **Underwriter**—N. A. Hart & Co., Bayside, N. Y. **Offering**—In January.

**Green Valley Construction Corp.**  
Nov. 29, 1961 filed 80,000 common. Price—\$5.25. Business—General contracting for landscaping and construction work. **Proceeds**—For debt repayment and other corporate purposes. Office—97-36 50th Ave., Corona, N. Y. **Underwriter**—Williamson Securities Corp., N. Y.

● **Griesedieck Co. (1/9-12)**  
Sept. 11, 1961 filed 100,000 common to be offered for subscription by stockholders on the basis of one new share for each three held. Price—By amendment. Business—A closed-end investment company. **Proceeds**—General corporate purposes. Office—314 N. B'way, St. Louis. **Underwriter**—Edward D. Jones & Co., St. Louis.

★ **Guayaco Corp.**  
Nov. 29, 1961 ("Reg. A") 36,000 common. Price — \$5. Business—Manufacture and sale of hassocks, bench seats and leg rests. **Proceeds**—For debt repayment, equipment and working capital. Address—Guayanilla, Puerto Rico. **Underwriter**—I. R. E. Investors Corp., Levittown, N. Y.

**Gulf American Fire & Casualty Co.**  
Sept. 28, 1961 filed 226,004 common to be offered for subscription by stockholders on the basis of three new shares for each 10 held. Price—\$2. Business—Writing of fire and casualty insurance. **Proceeds**—To increase capital and surplus. Office—25 S. Perry St., Montgomery, Ala. **Underwriter**—None.

● **Hannett Industries, Inc. (1/16)**  
Aug. 11, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Fabrication of components for missiles, jet engines, aircraft landing gears and precision machines. **Proceeds**—Machinery, research and development and working capital. Office—40 Sea Cliff Ave., Glen Cove, N. Y. **Underwriter**—Albion Securities Co., Inc., N. Y.

**Happy House, Inc. (1/8-12)**  
July 28, 1961 filed 700,000 common shares. Price—\$1. Business—The marketing of gifts, candies and greeting cards through franchised dealers. **Proceeds**—For equipment, inventory and working capital. Office—11 Tenth Ave., S., Hopkins, Minn. **Underwriter**—None.

★ **Hargrove Enterprises, Inc.**  
Dec. 8, 1961 filed 160,000 common. Price—\$5. Business—Company plans to own and operate an amusement park. **Proceeds**—For property development, advertising, and working capital. Office—3100 Tremont Ave., Chevy Chase, Md. **Underwriter**—Switzer & Co., Inc., Silver Springs, Md.

**Harleysville Life Insurance Co.**  
Sept. 21, 1961 filed 40,000 common. Price—\$15. Business—The writing of all types of life insurance and annuities. **Proceeds**—Working capital. Office—Harleysville, Pa. **Underwriter**—None.

**Hartfield Stores, Inc. (1/2-5)**  
Sept. 25, 1961 filed \$5,000,000 of conv. subord. debentures due 1981. Price—By amendment. Business—Operation of retail apparel and discount department stores. **Proceeds**—Repayment of debt, expansion and working capital. Office—5330 W. 102nd St., Los Angeles. **Underwriters**—Van Alstyne, Noel & Co., N. Y., and Johnston, Lemon & Co., Wash., D. C.

**Hartman Marine Electronics Corp.**  
Oct. 27, 1961 filed 100,000 common, of which 75,000 are to be offered by the company and 25,000 by a selling stockholder. Price—\$4. Business—Manufacture of marine and mobile communications and electronic equipment and military transmitter-receivers. **Proceeds**—For general corporate purposes. Office—30-30 Northern Blvd., Long Island City, N. Y. **Underwriter**—Charles Plohn & Co., N. Y. **Offering**—Expected in January.

**Harvey Radio Co., Inc.**  
Oct. 27, 1961 filed 200,000 common, of which 100,000 are to be offered by the company and 100,000 by a selling stockholder. Price—\$5. Business—Distribution of electronic components including high fidelity, radio and television parts and equipment. **Proceeds**—For working capital and general corporate purposes. Office—103 W. 43rd St., N. Y. **Underwriter**—Michael G. Kletz & Co., New York.

● **Hayden Publishing Co., Inc.**  
Nov. 29, 1961 filed 150,000 common, of which 20,000 are to be offered by the company and 130,000 by stockholders. Price—By amendment. Business—Publishes "Electronic Design," a trade magazine in the electronic field. **Proceeds**—For debt repayment. Office—850-3rd Ave., N. Y. **Underwriter**—Carl M. Loeb, Rhoades & Co., N. Y. **Offering**—Expected sometime in February.

**Herman & Appley, Inc.**  
Oct. 27, 1961 filed 100,000 class A common. Price—By amendment. Business—General real estate. **Proceeds**—For investment. Office—16 Court St., Brooklyn, N. Y. **Underwriter**—Arnold, Wilkens & Co., N. Y.

● **Hickory Industries, Inc.**  
Aug. 31, 1961 ("Reg. A") 40,000 common. Price—\$5. Business—The manufacture of barbecue machines and allied equipment. **Proceeds**—For equipment, inventory, sales promotion, expansion and working capital. Office—10-20 47th Rd., Long Island City, N. Y. **Underwriter**—J. B. Coburn Associates, Inc., N. Y.

**High Temperature Materials, Inc. (12/19)**  
Sept. 28, 1961 filed 120,000 common. Price—By amendment. Business—Manufacture of products from test models. **Proceeds**—For equipment, research and development, leasehold improvements, repayment of debt and working capital. Office—130 Lincoln St., Brighton, Mass. **Underwriter**—L. F. Rothschild & Co., N. Y.

**Hill Street Co.**  
Oct. 16, 1961 filed 2,265,138 common to be offered for subscription by stockholders of Union Bank of California on a share-for-share basis. Price—\$3. Business—A management investment company. **Proceeds**—For investment. Office—760 S. Hill St., Los Angeles. **Underwriter**—None.

**Honig's-Parkway, Inc.**  
Dec. 1, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Company owns and operates three discount stores in the Bronx selling bicycles, electric trains, toys, household appliances, etc. **Proceeds**—For general corporate purposes. Office—2717-25 White Plains Rd., Bronx, N. Y. **Underwriter**—Richard Bruce & Co., Inc. New York.

**Honolulu Gas Co., Ltd.**  
Oct. 11, 1961 filed 66,420 common which are being offered to stockholders on the basis of one new share for each 5 held of record Nov. 7, with rights to expire Dec. 15. Price—\$20. **Proceeds** — For construction and debt repayment. Office—1050 Bishop St., Honolulu, Hawaii. **Underwriter**—None.

**Honora, Ltd.**  
Nov. 29, 1961 ("Reg. A") 76,500 common. Price—\$3.75. Business—Purchase of cultured pearls in Japan and their distribution in the U. S. **Proceeds**—For general corporate purposes. Office—42 W. 48th St., N. Y. **Underwriter**—Sunshine Securities, Inc., Rego Park, N. Y.

● **Hoosier Soil Service, Inc. (1/8-12)**  
Nov. 28, 1961 ("Reg. A") 41,939 common, of which 11,939 are to be offered to preferred and common stockholders and 30,000 to the public. Price—\$6.75. Business—Processing and marketing of fertilizers. **Proceeds**—For redemption of preferred stock and working capital. Address—Bluffton, Ind. **Underwriter**—Patterson Securities & Investment Co., Inc., Fort Wayne, Ind.

**House of Westmore, Inc.**  
Oct. 27, 1961 filed 150,000 common. Price—\$4. Business—Sale and distribution of cosmetics. **Proceeds**—For selling stockholders. Office—120 E. 16th St., N. Y. **Underwriters**—Brand, Grumet & Seigel, Inc. and Kesselman & Co., Inc., N. Y. **Offering**—Expected in January.

● **Houston Corp.**  
June 9, 1961 filed 759,912 common being offered for subscription by holders of common and class A stock on the basis of one new share for each six held of record Dec. 4 with rights to expire Dec. 19. Price—\$9.75. Business—The operation of a pipe line system of natural gas. **Proceeds**—For expansion, working capital and general corporate purposes. Office—First Federal Bldg., St. Petersburg, Fla. **Underwriters**—Blyth & Co., Inc., Lehman Brothers and Allen & Co., N. Y.

**Hyatt Corp.**  
Oct. 20, 1961 filed 350,000 capital shares. Price — \$10. Business—Operates a chain of motor hotels. **Proceeds**—For debt repayment and general corporate purposes. Office—1290 Bayshore Highway, Burlingame, Calif. **Underwriters**—J. Barth & Co., San Francisco and Shearson, Hammill & Co., N. Y.

**Hydra-Loc, Inc.**  
Oct. 10, 1961 ("Reg. A") 60,000 common. Price—\$2. Business—Design, development and manufacture of a brake control. **Proceeds**—For debt repayment and general corporate purposes. Office—101 Park Ave., Hudson, N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y. **Offering**—Expected sometime in January.

● **Hygiene Industries, Inc. (12/18-22)**  
Sept. 20, 1961 filed 200,000 common. Price—\$5. Business—Manufacturer of shower and window curtains. **Proceeds**—For selling stockholders. Office—261 5th Ave., N. Y. **Underwriter**—Milton D. Blauner & Co., N. Y.

**Ihnen (Edward H.) & Son, Inc.**  
May 16, 1961 filed 75,000 shares of common stock. Price — \$5 per share. Business—The construction of public and private swimming pools and the sale of pool equipment. **Proceeds**—To reduce indebtedness, to buy equipment, and for working capital. Office—Montvale, N. J. **Underwriter**—Amos Treat & Co., Inc., N. Y. **Offering**—Expected sometime in January.

**Illinois Capital Investment Corp. (12/18-22)**  
Sept. 19, 1961 filed 250,000 common. Price—By amendment. Business—A small business investment company. Office—20 North Wacker Dr., Chicago, Ill. **Underwriter**—Blair & Co., Inc., N. Y.

★ **Imac Food Systems, Inc.**  
Nov. 17, 1961 ("Reg. A") 100,000 common. Price — \$3. Business—Operation of restaurants. **Proceeds**—For debt repayment, expansion and working capital. Office—711 Branch Ave., Providence, R. I. **Underwriter**—Freeman & Co., Brighton, Mass.

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**Industrial Finance & Thrift Corp.**

Oct. 30, 1961 filed \$2,000,000 of 6% subordinated debentures due 1974. Price—At par. Business—A consumer finance firm. Proceeds—For repayment of debt and expansion. Office—339 Carondelet St., New Orleans, La. Underwriter—None.

**Industrial Gauge & Instrument Co., Inc.**

Nov. 9, 1961 ("Reg. A") 95,250 common. Price—\$3. Business—Purchase, distribution and sale of industrial gauges, thermometers, etc. Proceeds—For debt repayment and working capital. Office—1403-07 E. 180 St., Bronx, N. Y. Underwriter—R. F. Dowd & Co., Inc., N. Y.

**Information Systems, Inc.**

Nov. 13, 1961 filed 1,266,000 common to be offered to preferred and common stockholders of Ling-Temco-Vought, Inc. (parent) of record Nov. 30, 1961. Price—By amendment. Business—Furnishes industrial information, handling and control systems. Proceeds—For selling stockholders. Office—10131 National Blvd., Los Angeles. Underwriter—None.

**Inland Underground Facilities, Inc.**

Dec. 7, 1961 filed 100,000 common. Price—\$10. Business—Mining of limestone and the operation of underground freezer and dry warehousing facilities. Proceeds—For debt repayment, equipment and other corporate purposes. Office—6500 Inland Dr., Kansas City, Kansas. Underwriter—Scherek, Richter Co., St. Louis.

**Inpak Systems, Inc.**

Oct. 25, 1961 filed 90,000 common. Price—\$4.25. Business—Designs, develops, sells and leases automatic packaging machines. Proceeds—For debt repayment and general corporate purposes. Office—441 Lexington Ave., N. Y. Underwriters—Stearns & Co. and Joseph Nadler & Co., N. Y. Offering—Expected sometime in January.

**International Management Corp.**

Aug. 21, 1961 ("Reg. A") 100,000 common (par \$1). Price—\$3. Proceeds—For loans to subsidiaries and working capital. Office—7510 B. Granby St., Norfolk, Va. Underwriter—J. B. McLean & Co., Inc., Norfolk. Offering—Imminent.

**International Mech-Tronics, Inc. (1/8-12)**

Sept. 1, 1961 ("Reg. A") 120,000 common. Price—\$2. Business—The manufacture of precision instruments. Proceeds—For equipment and working capital. Office—176 E. 15th St., Paterson, N. J. Underwriter—Theodore Arrin & Co., Inc., N. Y. Note—This firm formerly was known as Electronic International, Inc.

**International Stretch Products Inc.**

Nov. 27, 1961 filed 300,000 common. Price—By amendment. Business—Production and sale of extruded rubber thread and braided elastics. Proceeds—For debt repayment and general corporate purposes. Office—148 Madison Ave., N. Y. Underwriter—Burnham & Co., N. Y. Offering—Expected in early February.

**Interphoto Corp.**

Sept. 15, 1961 filed 200,000 class A common. Price—\$9. Business—The wholesale distribution of photographic and sound equipment and supplies. Proceeds—For the selling stockholders. Office—45-17 Pearson St., Long Island City, N. Y. Underwriters—C. E. Unterberg, Towbin Co., and Arnold & S. Bleichroeder, Inc., N. Y. Offering—Expected in late January.

**Interstate Hosts, Inc. (12/26-29)**

Oct. 2, 1961 filed \$2,550,000 of con. subord. debentures due 1981 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 33 shares held. Price—At par. Business—The operation of restaurants, other food establishments and gift shops. Proceeds—For expansion. Office—11255 W. Olympic Blvd., Los Angeles. Underwriters—Glore, Forgan & Co., N. Y. and H. M. Bylesby & Co., Inc., Chicago.

**Interworld Film Distributors, Inc.**

Sept. 29, 1961 filed 106,250 common. Price—\$4. Business—Theatrical distribution and co-production of foreign and domestic feature films. Proceeds—For acquisition, co-production, dubbing, adaptation and distribution of films, and working capital. Office—1776 B'way, N. Y. Underwriters—General Securities Co., Inc., and S. Kasdan & Co., Inc., N. Y. Offering—Expected in January.

**Investment Management Corp.**

Dec. 1, 1961 ("Reg. A") 100,000 common to be offered for subscription by stockholders. Price—By amendment. Business—Investment adviser and manager of a mutual fund. Proceeds—For general corporate purposes. Office—American National Bank Bldg., Denver. Underwriter—None.

**Jackson Optical, Inc.**

Oct. 30, 1961 ("Reg. A") 75,000 common. Price—\$2. Business—Wholesale distribution of optical goods. Proceeds—For expansion and working capital. Office—64 N. Park Ave., Rockville Centre, N. Y. Underwriter—Stan-Bee & Co., Washington, D. C. Offering—In Jan.

**(The) Japan Fund, Inc.**

Oct. 19, 1961 filed 2,000,000 common. Price—\$12.50. Business—A diversified investment company. Office—25 Broad St., N. Y. Proceeds—For investment in Japanese securities. Underwriters—Bache & Co., and Paine, Weber, Jackson & Curtis, N. Y., and Nikko Securities Co., Ltd., Tokyo, Japan. Offering—In early January.

**Jayark Films Corp. (12/26-29)**

Aug. 24, 1961 filed 72,000 common, of which 50,000 are to be offered by the company and 22,000 by stockholders. Price—By amendment. Business—The distribution of motion picture and television films. Proceeds—For production of films and working capital. Office—15 E. 48th St., N. Y. Underwriter—Pacific Coast Securities Co., San Francisco.

**Jaylis Industries, Inc.**

Oct. 18, 1961 filed \$850,000 of 6½% subord. debentures due 1971 and 212,500 class A common shares to be offered in units of one \$100 debenture and 25 class A shares. Price—\$200. Business—Manufactures patented traversing screens for use as window coverings, room dividers, folding doors, etc. Proceeds—For debt repayment and general corporate purposes. Office—514 W. Olympic Blvd., Los Angeles. Underwriter—D. E. Liederman & Co., Inc., N. Y. Offering—In January.

**Johnson Electronics, Inc.**

Sept. 8, 1961 filed 125,000 capital shares. Price—By amendment. Business—The design and production of special electronic components for the commercial and military market. Proceeds—For the repayment of debt, and working capital. Address—Box 7, Casselberry, Fla. Underwriter—Warner, Jennings, Mandel & Longstreth, Philadelphia.

**Jomar Plastics, Inc.**

See Ripley Industries, Inc., below.

**Jorn's Greeting Card Co., Inc.**

Sept. 28, 1961 filed 110,000 common. Price—By amendment. Business—Manufacture and sale of greeting cards. Proceeds—For repayment of loans, expansion and working capital. Office—106-11 157th St., Jamaica, N. Y. Underwriter—Godfrey Hamilton, Taylor & Co., Inc., N. Y.

**Joyce Teletronics Corp.**

Aug. 31, 1961 ("Reg. A") 55,000 common. Price—\$5. Business—The manufacture of electronic instruments used in communication. Proceeds—For working capital, new products and repayment of loans. Office—20 Madison Ave., Hicksville, N. Y. Underwriter—General Securities Co., Inc., N. Y. Offering—Expected in January.

**Kann-Ellert Electronics, Inc.**

Oct. 24, 1961 filed 108,000 common. Price—\$6.50. Business—Wholesaling of electronic parts and components and equipment. Proceeds—For debt repayment and general corporate purposes. Office—2050 Rockrose Ave., Baltimore. Underwriter—Rubin, Rennert & Co., Inc., N. Y.

**Keeko, Inc.**

Dec. 1, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Company plans to establish service stations and vending machine outlets in the Denver area. Proceeds—For debt repayment and general corporate purposes. Office—4970 Jackson St., Denver. Underwriter—Amos C. Sudler & Co., Denver.

**Keller Corp.**

June 29, 1961 filed \$1,200,000 of 6½% convertible subord. debentures due 1968. Price—At 100%. Business—Development of land, construction of homes and related activities in Florida. Proceeds—Repayment of debt, acquisition of Yetter Homes, Inc., and general corporate purposes. Office—101 Bradley Place, Palm Beach, Fla. Underwriter—Casper Rogers & Co., Inc., N. Y. Note—This registration may be withdrawn.

**Kellwood Co.**

Oct. 24, 1961 filed 380,000 common. Price—By amendment. Business—Manufacture of clothing, camping equipment and bedding items principally for Sears, Roebuck & Co. Proceeds—For selling stockholders. Office—111 W. Monroe St., Chicago. Underwriters—Goldman, Sachs & Co., and Lehman Brothers, N. Y. Offering—Imminent.

**Kelly Girl Service, Inc. (1/8-12)**

Oct. 27, 1961 filed 100,000 common, of which 25,000 are to be offered by the company and 75,000 by a stockholder. Price—By amendment. Business—Furnishes temporary office clerical services. Proceeds—For working capital. Office—13314 Woodward Ave., Highland Park, Mich. Underwriter—Dean Witter & Co., San Francisco.

**Kern Chemical Corp.**

Nov. 27, 1961 ("Reg. A") 72,500 common. Price—\$4. Business—Sale of chemicals, laboratory supplies and scientific instruments. Proceeds—For debt repayment, advertising and working capital. Office—2611 Exposition Blvd., Los Angeles. Underwriter—None.

**Kiddie Rides, Inc.**

Sept. 12, 1961 filed \$1,000,000 of 7% convertible subordinated debentures due 1971 and 30,000 common to be offered in units of \$1,000 debentures and 30 of common. Price—By amendment. Business—The operation of coin operated children's amusement equipment. Proceeds—For repayment of loans, equipment and general corporate purposes. Office—2557 W. North Ave., Chicago. Underwriter—Paul C. Kimball & Co., Chicago.

**Kine Camera Co. Inc.**

Nov. 21, 1961 filed 75,000 common. Price—\$5. Business—Importing and distribution of cameras, binoculars and photographic equipment. Proceeds—For debt repayment and working capital. Office—889 Broadway, N. Y. Underwriter—Underhill Securities Corp., N. Y. Offering—Expected in February.

**King Louie Bowling Corp.**

Sept. 27, 1961 filed 325,000 common. Price—\$3. Business—Operates a chain of bowling centers. Proceeds—Repay debt and for other corporate purposes. Office—8786 Metcalfe Rd., Overland Park, Kan. Underwriter—George K. Baum & Co., Kansas City, Mo. Offering—In January.

**Knickerbocker Biologicals Inc. (12/20)**

Dec. 23, 1960 filed 75,000 common. Price—\$6. Business—Manufacture, packaging and distribution of a line of diagnostic serums and cells used for blood grouping and testing. Proceeds—For the selling stockholder. Office—300 W. 43rd St., N. Y. Underwriters—Paul Eisenberg Co., Inc. and Magnus & Co., Inc., N. Y.

**Knickerbocker Toy Co., Inc.**

Sept. 27, 1961 filed 100,000 common. Price—By amendment. Business—Design and manufacture of toys. Proceeds—For working capital. Office—401 Butler St.,

Brooklyn, N. Y. Underwriters—Netherlands Securities Co., Inc., and Herbert Young & Co., Inc., N. Y.

**Kogel, Inc.**

Dec. 8, 1961 filed 100,000 common. Price—\$1. Business—A holding company for three subsidiaries in the wall and floor coating business. Proceeds—For product development, advertising, and working capital. Office—26-32 Second St., Long Island City, N. Y. Underwriter—Globus, Inc.

**Kollmorgen Corp. (1/8-12)**

Nov. 9, 1961 filed 100,000 common, of which 40,000 are to be sold by the company and 60,000 by stockholders. Price—By amendment. Business—Manufacture of optical equipment. Proceeds—For debt repayment. Office—347 King St., Northampton, Mass. Underwriter—Putnam & Co., Hartford.

**Koster-Dana Corp. (1/5)**

Sept. 28, 1961 filed 70,000 common. Price—\$5. Business—Publishing of informational booklets for financial, commercial and industrial organizations. Proceeds—Debt repayment and working capital. Office—76 Ninth Ave., N. Y. Underwriter—Gianis & Co., N. Y.

**Kratter Corp.**

Sept. 27, 1961 filed \$100,000,000 of 6% subord. debentures due 1976 (with attached five-year warrants to purchase 2,000,000 class A common) to be offered to holders of class A and class B shares at the rate of \$1,000 of debentures for each 50 shares held. Price—\$1,000. Business—Real Estate investment. Proceeds—Repayment of debt, investment, and corporate purposes. Office—521 5th Ave., N. Y. Underwriter—None. Offering—Imminent.

**Krylon, Inc.**

Nov. 15, 1961 filed 250,000 common. Price—By amendment. Business—Manufacture of aerosol spray paints, protective coatings and other aerosol products. Proceeds—For selling stockholders. Office—Norristown, Pa. Underwriter—Eastman Dillon, Union Securities & Co., N. Y. Offering—Expected in mid-January.

**Kulicke & Soffa Manufacturing Co.**

Aug. 15, 1961 filed 122,980 common shares, of which 100,000 shares are to be offered by the company and 22,980 shares by stockholders. Price—By amendment. Business—The manufacture of machinery for production of transistors and similar devices. Proceeds—For payment of taxes, new products, down payment on a new plant and general corporate purposes. Office—401 N. Broad St., Philadelphia. Underwriter—Marron, Sloss & Co., Inc., N. Y. Offering—Imminent.

**L. L. Drug Co., Inc. (12/19)**

July 26, 1961 filed 100,000 common shares. Price—\$4.50. Business—The manufacture of pharmaceuticals. Proceeds—For repayment of a loan, purchase of equipment, research and development, advertising and working capital. Office—1 Bala Ave., Bala-Cynwyd, Pa. Underwriter—Stevens Investment Co., Bala-Cynwyd, Pa.

**Laboratory Procedures, Inc.**

Sept. 29, 1961 ("Reg. A") 100,000 capital shares. Price—\$2.50. Proceeds—For debt repayment, equipment, advertising, leases, and working capital. Office—2701 Stocker St., Los Angeles. Underwriter—Pacific Coast Securities Co., San Francisco. Offering—In January.

**Leader-Durst Corp.**

Dec. 1, 1961 filed 405,000 class A common. Price—\$5. Business—Real estate. Proceeds—For repayment of debt. Office—41 E. 42nd St., N. Y. Underwriter—None.

**Lehigh Press, Inc.**

Nov. 3, 1961 filed 155,000 common, of which 45,000 are to be offered by the company and 110,000 by stockholders. Price—By amendment. Business—A commercial printer. Proceeds—For a new plant, moving expenses and equipment. Office—2400 E. Huntingdon St., Philadelphia. Underwriter—Harrison & Co., Philadelphia.

**Leslie (Joyce), Inc.**

Sept. 28, 1961 filed 100,000 common. Price—\$5.50. Business—Retailing of women's apparel. Proceeds—For expansion, inventories and working capital. Office—850 Flatbush Ave., Brooklyn. Underwriter—Seymour, Bernard & DuBoff, Inc., N. Y.

**Liberian Iron Ore Ltd.**

Sept. 14, 1961 filed 436,327 capital shares being offered for subscription by stockholders of International African American Corp. Latter stockholders will receive class A rights to acquire 40,000 capital shares on the basis of one for each 22 held; class B rights to acquire 220,182 on the basis of one for each four held; and class C rights to acquire 176,145 shares and \$5,871,500 of debentures of Liberian American-Swedish Minerals Co., subsidiary, in units, each consisting of \$100 of debentures and three Liberian Iron shares. Price—Class A—\$10; Class B—\$15.85; Class C—\$104 per unit. Proceeds—For the selling stockholder. Business—A holding company for stock of Liberian American-Swedish Minerals Co., which is engaged in the exploitation of iron ore deposits in Liberia. Address—Prince Edward Island, Canada. Underwriter—None. Note—The record date for the offering is Nov. 15 and the rights expiration date Dec. 27, 1961.

**Lido Corp.**

Aug. 29, 1961 ("Reg. A") 84,000 common. Price—\$3.25. Business—The manufacture of toys, games and novelties. Proceeds—For new equipment, advertising, and repayment of loans. Office—349 Rider Ave., Bronx 51, N. Y. Underwriter—Flomenhaft, Seidler & Co., Inc., N. Y. Offering—Expected sometime in January.

**Linco International, Inc.**

Nov. 15, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Operation of 20 departments in closed-door membership department stores. Proceeds—For general corporate purposes. Office—1510 Page Industrial Blvd., Overland, Mo. Underwriter—R. L. Warren Co., St. Louis.



### Lincoln Fund, Inc. (1/16-19)

March 30, 1961 filed 951,799 shares of common stock. Price—Net asset value plus a 7% selling commission. Business—A non-diversified, open-end, management-type investment company whose primary investment objective is capital appreciation and, secondary, income derived from the sale of put and call options. Proceeds—For investment. Office—300 Main St., New Britain, Conn. Distributor—Horizon Management Corp., New York.

### Lincoln Income Life Insurance Co.

Oct. 31, 1961 filed 45,000 common. Price—By amendment. Business—A life insurance company. Proceeds—For the selling stockholder. Office—Louisville, Ky. Underwriters—J. C. Bradford & Co., Nashville, Tenn. and W. L. Lyons & Co., Louisville, Ky.

### Litho-Tone, Inc.

Nov. 17, 1961 filed \$247,500 of convertible subordinated 7% debentures due 1971 (with attached warrants) and 55,000 common shares to be offered in units consisting of one \$4.50 debenture (with one warrant) and one common share. Price—\$6 per unit. Business—Lithography printing and the manufacture of offset printing plates. Proceeds—For general corporate purposes. Office—333 Hudson St., N. Y. Underwriter—Continental Bond & Share, Maplewood, N. J. Offering—In January.

### Lithoid, Inc.

Nov. 22, 1961 filed 120,000 common. Price—\$3. Business—Development and manufacture of equipment and systems for the photographic data processing industry. Proceeds—For general corporate purposes. Office—232 Cleveland Ave., Highland Park, N. J. Underwriter—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

### Little Ruffy Togs, Inc.

Nov. 29, 1961 filed 165,000 common. Price—By amendment. Business—Manufacture and sale of children's clothing. Proceeds—For debt repayment and working capital. Office—112 W. 34th St., N. Y. Underwriters—Glass & Ross, Inc. and Samson, Graber & Co., Inc., N. Y.

### Lomart Perfected Devices, Inc.

Sept. 14, 1961 filed 100,000 common. Price—\$5. Business—The manufacture of pool filters and accessories and tools, dies, metal stampings, etc. Proceeds—For moving expenses, purchase of equipment, promotion of a new product and working capital. Office—199 Bleecker St., Brooklyn, N. Y. Underwriter—None.

### Ludwig Engineering & Science

Oct. 5, 1961 filed 125,000 common. Price—By amendment. Business—Renders engineering and research services. Proceeds—For equipment, debt repayment and working capital. Office—150 E. Foodhill Blvd., Arcadia, Calif. Underwriter—Dempsey-Tegeler & Co., Inc., St. Louis. Offering—Imminent.

### Lunar Enterprises, Inc. (12/29)

Aug. 31, 1961 filed 125,000 common. Price—\$5.75. Business—The production of television films. Proceeds—For filming and production and working capital. Office—1501 Broadway, N. Y. Underwriter—Ehrlich, Irwin & Co., Inc., 50 Broadway, N. Y.

### MRM Co., Inc.

Nov. 29, 1961 ("Reg. A") 150,000 common. Price—\$2. Business—Design and manufacture of automatic filling machines and related equipment. Proceeds—For debt repayment and working capital. Office—191 Berry St., Brooklyn, N. Y. Underwriter—A. J. Gabriel Co., N. Y.

### Macfadden Publications, Inc.

Sept. 28, 1961 filed \$5,300,000 of convertible subord. debentures due 1971. Price—At par. Business—Book and magazine publishing. Proceeds—Debt repayment, moving expenses and working capital. Office—205 E. 42nd St., N. Y. Underwriters—First Broad Street Corp. and Lieberbaum & Co., N. Y. Note—This registration was withdrawn.

### MacLevy Associates, Inc.

July 20, 1961 ("Reg. A") 150,000 common shares (par one cent). Price—\$2. Business—The distribution of health, exercise and slenderizing equipment. Proceeds—For repayment of loans, equipment, new products, sales promotion and advertising, plant removal and working capital. Office—189 Lexington Ave., N. Y. 16, N. Y. Underwriter—Continental Bond & Share Corp., Maplewood, N. J. Offering—Expected in late January.

### Macoid Industries, Inc. (1/8-12)

Sept. 28, 1961 filed 300,000 common, of which 100,000 are to be offered by the company and 200,000 by stockholders. Price—\$5. Business—Molding of plastic products for the automobile, electrical utility and telephone industries. Proceeds—For working capital. Office—12340 Cloverdale, Detroit. Underwriter—Charles Plohn & Co., N. Y.

### Magazines For Industry, Inc.

Aug. 2, 1961 filed 135,000 common shares. Price—By amendment. Business—The publishing of business periodicals. Proceeds—For promotion, a new publication and working capital. Office—660 Madison Ave., New York. Underwriter—To be named.

### Mann Research Laboratories, Inc. (1/2-5)

Sept. 21, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Sale of scientifically tested biochemicals and pharmaceuticals. Proceeds—For new quarters, equipment, a laboratory, inventories and working capital. Office—136 Liberty St., N. Y. Underwriter—L. D. Sherman & Co., N. Y.

### Maric Design & Mfg. Corp.

Nov. 14, 1961 ("Reg. A") 55,000 common. Price—\$4. Business—Manufacture of waste water filters and filtering systems. Proceeds—For debt repayment and working capital. Office—610 W. 18th St., Hialeah, Fla. Underwriters—Shaw & Co., Inc. and Terrio & Co., Inc., Washington, D. C.

### Markite Corp.

Oct. 26, 1961 filed 100,000 common. Price—By amendment. Business—Development, design, manufacture and sale of precision electromechanical devices. Proceeds—For debt repayment and working capital. Office—155 Waverly Place, N. Y. Underwriter—C. E. Unterberg, Towbin Co., N. Y. Offering—Expected sometime in Jan.

### Marks Polarized Corp.

June 27, 1961 filed 95,000 common shares. Price—By amendment. Proceeds—For expansion, acquisition of new facilities and other corporate purposes. Office—153-16 Tenth Ave., Whitestone, N. Y. Underwriters—Ross, Lyon & Co., Inc. (mgr.), Glass & Ross, Inc., and Globus, Inc., N. Y. C.

### Marlene Industries Corp. (12/20)

Aug. 29, 1961 filed 225,000 common, of which 150,000 are to be offered by the company and 75,000 by stockholders. Price—\$7. Business—The manufacture of ladies' wear. Proceeds—For working capital. Office—141 W. 36th St., N.Y.C. Underwriter—Bernard M. Kahn & Co., Inc., N.Y.C.

### Marquette Capital Co.

Dec. 1, 1961 filed 250,000 common. Price—By amendment. Business—A small business investment company. Proceeds—For general corporate purposes. Office—91 South Seventh St., Minneapolis, Minn. Underwriter—None.

### Marshall Electronics Co. (12/26-29)

Nov. 1, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture of rectifiers, regulators, thermocouple tubes, and thyatrons. Proceeds—For expansion, research and development, and working capital. Office—54 Summer Ave., Newark, N. J. Underwriter—Richard Bruce & Co., Inc., N. Y.

### Martin Yale Business Machines Corp.

(12/27-29)  
Sept. 27, 1961 filed 100,000 common (with attached three-year warrants to purchase 40,000 shares at \$5, to be offered in units of one share and a warrant to purchase 0.4 share. Price—\$3.50 per unit. Business—Manufacture of paper cutters and trimmers, paper folding machines, photographic dark room accessories and envelope opening machines. Proceeds—Advertising sales, promotion, new products and working capital. Office—2450 Estes Ave., Elk Grove Village, Ill. Underwriter—Arnold Malkan & Co., Inc., N. Y.

### Masury-Young Co.

Dec. 4, 1961 filed 100,000 common. Price—\$6. Business—Manufactures commercial and industrial floor maintenance products. Proceeds—For repayment of debt, equipment, and other corporate purposes. Office—76 Roland St., Boston. Underwriter—Townsend, Dabney & Tyson, Boston.

### Mathias (A. L.) Co.

Nov. 30, 1961 filed 200,000 common, of which 125,000 are to be offered by the company and 75,000 by a selling stockholder. Price—By amendment. Business—Operates private cafeterias and public restaurants. Proceeds—For debt repayment and general corporate purposes. Office—25 E. Lee St., Baltimore. Underwriter—Stein Bros. & Boyce, Baltimore.

### Matrix Corp. (12/18-22)

Oct. 20, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Furnishes consultative and research services. Proceeds—For development of teaching machines and working capital. Office—507 18th St., S., Arlington, Va. Underwriter—Mackall & Coe, Washington, D. C.

### Maust Coal & Coke Corp. (1/2-5)

Nov. 13, 1961 filed 250,000 common. Price—By amendment. Business—Mining of bituminous coal. Proceeds—For debt repayment and purchase of equipment. Office—530 Fifth Ave., N. Y. Underwriter—Eastman Dillon, Union Securities & Co., N. Y.

### Maxam, Inc.

Oct. 26, 1961 filed 200,000 common, of which 100,000 shares are to be offered by the company and 100,000 shares by stockholders. Price—By amendment. Business—Operation of self-service discount department stores. Proceeds—For debt repayment and working capital. Office—525 Hyde Park Ave., Rosindale, Mass. Underwriter—McDonnell & Co., Inc., N. Y.

### McCall Corp. (1/29-2/2)

Dec. 1, 1961 filed \$9,983,000 of convertible subordinated debentures due Feb. 1, 1992, to be offered for subscription by common stockholders at the rate of \$100 of debentures for each 13 shares held. Price—By amendment. Business—Magazine publishing. Proceeds—For possible expansion and diversification, and working capital. Office—230 Park Ave., N. Y. Underwriter—Goldman, Sachs & Co.

### Measurements Spectrum, Inc.

Oct. 9, 1961 ("Reg. A") 50,000 common. Price—At par (\$5). Proceeds—For equipment, debt repayment and working capital. Office—815 S. Fremont Ave., Alhambra, Calif. Underwriter—Adams & Co., Los Angeles. Offering—Imminent.

### Medex, Inc.

Sept. 27, 1961 filed 110,000 common. Price—By amendment. Business—Development and manufacture of a limited line of hospital and surgical supplies. Proceeds—For construction, inventory, research and working capital. Office—1488 Grandview Ave., Columbus, Ohio. Underwriter—Globus, Inc., N. Y. Offering—In January.

### Medical Fund, Inc.

Oct. 26, 1961 filed 2,000,000 capital shares. Price—\$10. Business—A closed-end diversified investment company. Proceeds—For investment in firms serving modern medicine. Address—New York, N. Y. Underwriter—Fleetwood Securities Corp. of America, 44 Wall St., N. Y.

### Medical Industries Fund, Inc.

Oct. 23, 1961 filed 25,000 common. Price—\$10. Business—A closed-end investment company which plans to become open-end. Proceeds—For investment in the medical industry and capital growth situations. Office—677 Lafayette St., Denver. Underwriter—Medical Associates, Inc., Denver.

### Medical Video Corp.

Nov. 13, 1961 filed 250,000 common. Price—\$10. Business—Manufacture of medical electronic equipment. Proceeds—For general corporate purposes. Office—Studio City, Calif. Underwriter—Financial Equity Corp., Los Angeles.

### Melnor Industries, Inc. (1/2-5)

Nov. 15, 1961 filed 152,500 common, of which 52,500 are to be offered by the company and 100,000 by stockholders. Price—\$11. Business—Manufacture of lawn and garden sprinkling equipment. Proceeds—For general corporate purposes. Office—Moonachie, N. J. Underwriter—Francis I. duPont & Co., N. Y.

### Merit Associates, Inc.

Sept. 5, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Plastic fabrication. Proceeds—For debt payment, equipment, advertising and working capital. Office—3 Sidney Court, Lindenhurst, N. Y. Underwriters—M. Posey Associates Ltd., and Alkow & Co., Inc., N. Y. Offering—Imminent.

### Metallurgical International, Inc.

Sept. 26, 1961 filed 145,000 class A. Price—\$3. Business—Reprocessing and manufacturing of rare refractory metals. Proceeds—Repay debt, taxes, purchase equipment, and working capital. Office—174 Main Ave., Wellington, N. J. Underwriter—Mortimer B. Burnside & Co., N. Y.

### Metalfab, Inc.

Oct. 27, 1961 filed \$600,000 of 6% s. f. conv. debentures due 1976 and 100,000 common (of which 20,000 shares are to be offered by the company and 80,000 by stockholders). Price—By amendment. Business—Manufactures products and parts of the automotive and electrical industries. Proceeds—For debt repayment and working capital. Office—First and Elm Sts., Beaver Dam, Wis. Underwriters—Crutenden, Podesta & Co., Chicago and Splaine & Frederic, Inc., Milwaukee. Offering—Expected sometime in January.

### Metatronics Manufacturing Corp.

Oct. 18, 1961 filed 100,000 common. Price—\$2. Business—Manufacture of electronic cases and containers, and precision sheet metal products. Proceeds—For debt repayment, and other corporate purposes. Office—111 Bloomingdale Rd., Hicksville, N. Y. Underwriter—Frank Karasik & Co., N. Y.

### Meteor Enterprises, Inc.

Oct. 31, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture of electric barbecue motors, igniters, etc. Proceeds—For debt repayment and general corporate purposes. Office—5356 Riverton Ave., North Hollywood, Calif. Underwriter—Kolb & Lawrence, Inc., Las Vegas, Nev.

### Metropolitan Acceptance Corp.

Oct. 2, 1961 filed \$300,000 of 6% subordinated convertibles due 1967 and 60,000 common shares to be offered in units consisting of \$100 of debentures and 20 common shares. Price—\$150 per unit. Business—Financing of retail sales. Proceeds—For working capital. Office—5422 Western Ave., Chevy Chase, Md. Underwriter—R. Baruch & Co., Washington, D. C.

### Metrodynamics Corp.

Nov. 13, 1961 ("Reg. A") 100,000 common. Price—\$1.10. Business—Research, design and manufacture of specialized electronic instruments and devices. Proceeds—For debt repayment and working capital. Office—8 Westover Ave., Caldwell, N. J. Underwriter—First Philadelphia Corp., N. Y. Offering—Imminent.

### Micro-Lectric, Inc.

June 12, 1961 ("Reg. A") 55,000 common shares (par 10 cents). Price—\$4. Business—The manufacture and design of potentiometers used in computers, ground control guidance systems and missiles. Proceeds—For tooling and production; repayment of loans; equipment; advertising; research and development and working capital. Office—19 Debevoise Avenue, Roosevelt, N. Y. Underwriter—Underhill Securities Corp., N. Y. Offering—Imminent.

### Midwestern Investment Corp.

Oct. 16, 1961 filed 200,000 common. Price—\$2. Business—Company plans to engage in the commercial finance and factoring business. Proceeds—General corporate purposes. Office—1730 K St., N. W., Washington, D. C. Underwriter—Affiliated Underwriters, Inc.

### Milgray Electronics, Inc.

Sept. 26, 1961 filed 166,667 common. Price—By amendment. Business—Wholesaler and distributor of electronic parts. Office—136 Liberty St., N. Y. Underwriter—Marion, Sloss & Co., Inc., N. Y. Offering—In early January.

### Milo Components, Inc.

Nov. 17, 1961 ("Reg. A") 150,000 class A shares. Price—\$1. Business—Manufacturer of precision metal components, assemblies and sub-assemblies. Proceeds—For debt repayment and working capital. Office—9-11 Cleveland St., Valley Stream, N. Y. Underwriters—T. M. Kirsch Co., Inc., N. Y. and Nelson Securities, Inc., Hempstead, N. Y.

### Minuit Investing Corp.

Aug. 4, 1961 ("Reg. A") 28,000 shares of 80 cents cumulative, participating preferred stock (par \$1). Price—\$10. Business—An investment company. Proceeds—For ac-

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quisitions, working capital and general corporate purposes. **Office**—225 Broadway, New York 7, N. Y. **Underwriter**—Pine Tree Securities, Inc., N. Y.

#### Miss Elliette, Inc. (12/26-29)

Oct. 10, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Design, manufacture and distribution of women's dresses. **Proceeds**—For debt repayment, inventory and expansion. **Office**—1919 S. Los Angeles St., Los Angeles. **Underwriter**—F. L. Rossmann & Co., N. Y.

#### Missile Valve Corp.

Nov. 24, 1961 ("Reg. A") 300,000 common. **Price**—\$1. **Business**—Production and sale of new type butterfly valve. **Proceeds**—For purchase of the patent and production and development of the valve. **Office**—5909 Hollywood Blvd., Hollywood, Calif. **Underwriter**—Preferred Securities, Inc., Phoenix.

#### Mitron Research & Development Corp.

Nov. 21, 1961 filed 130,000 common. **Price**—\$3. **Business**—Research and development of new products for the electronic industry. **Proceeds**—For general corporate purposes, new products. **Office**—899 Main St., Waltham, Mass. **Underwriter**—Stanley Heller & Co., N. Y.

#### Mobile Estates, Inc.

June 27, 1961 filed 140,000 common shares. **Price**—\$6. **Proceeds**—To purchase land, construct and develop about 250 mobile home sites, form sales agencies and for working capital. **Office**—26 Dalbert, Carteret, N. J. **Underwriter**—Harry Odzer Co., N. Y. **Offering**—In mid-Jan.

#### Mobile Rentals Corp.

Oct. 13, 1961 filed 215,000 common, of which 165,000 are to be offered by the company and 50,000 by a stockholder. **Price**—By amendment. **Business**—Sale and leasing of trailers. **Proceeds**—For expansion, repayment of debt, and working capital. **Office**—8472 S. Figueroa St., Los Angeles. **Underwriters**—Kleiner, Bell & Co., Beverly Hills, Calif. and Hardy & Co., N. Y.

#### Modern Pioneers' Life Insurance Co.

Nov. 6, 1961 ("Reg. A") 105,297 common. **Price**—\$2. **Business**—A life insurance company. **Proceeds**—To increase capital and surplus. **Office**—811 N. Third St., Phoenix. **Underwriter**—Associated General Agents of North America, Inc.

#### Molecular Dielectrics, Inc. (12/18-22)

Sept. 1, 1961 filed 150,000 common, of which 135,000 are to be offered by the company and 15,000 by Cardia Co. **Price**—\$5. **Business**—The manufacture of high-temperature electronic and electrical insulation materials. **Proceeds**—For equipment, a new product and working capital. **Office**—101 Clifton Blvd., Clifton, N. J. **Underwriters**—Street & Co., Inc. and Irving Weis & Co., N. Y.

#### Molecular Systems Corp.

Dec. 12, 1961 filed 140,000 common. **Price**—\$3. **Business**—Production of polyethylene materials of varying grades. **Proceeds**—For equipment, research and development and working capital. **Office**—420 Bergen Blvd., Palisades Park, N. J. **Underwriters**—Stone, Ackerman & Co., Inc., (mgr.) and Heritage Equity Corp., N. Y.

#### Mon-Dak Feed Lot, Inc.

July 17, 1961 filed 150,000 common shares. **Price**—\$3. **Business**—The breeding of livestock owned by others. **Proceeds**—For drilling of water test wells, purchase of land, construction, general administrative costs and working capital. **Address**—Glendive, Mont. **Underwriter**—Wilson, Ehli, Demos, Bailey & Co., Billings, Mont. **Offering**—Imminent.

#### Monticello Lumber & Mfg. Co., Inc.

April 11, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Sale of lumber, building supplies and hardware. **Proceeds**—To repay loans and for working capital. **Address**—Monticello, N. Y. **Underwriter**—J. Laurence & Co., Inc., N. Y.

#### Motor Parts Industries, Inc.

Oct. 30, 1961 filed 120,000 class A shares. **Price**—By amendment. **Business**—Distribution of automobile parts. **Proceeds**—For debt repayment and working capital. **Office**—900-908 S. Oyster Bay Rd., Hicksville, N. Y. **Underwriter**—Street & Co., Inc., N. Y. **Offering**—In Jan.

#### Municipal Investment Trust Fund, First Pa. Series (1/9-12)

April 28, 1961 filed \$6,375,000 (6,250 units) of interests. **Price**—To be supplied by amendment. **Business**—The fund will invest in tax-exempt bonds of the Commonwealth of Pennsylvania and its political subdivisions. **Proceeds**—For investment. **Sponsor**—Ira Haupt & Co., 111 Broadway, N. Y. C.

#### Municipal Investment Trust Fund, Series B

April 28, 1961 filed \$12,750,000 (12,500 units) of interests. **Price**—To be supplied by amendment. **Business**—The fund will invest in tax-exempt bonds of states, counties, municipalities and territories of the U. S. **Proceeds**—For investment. **Sponsor**—Ira Haupt & Co., 111 Broadway, N. Y. C. **Offering**—Expected in early 1962.

#### Mutual Credit Corp.

Nov. 3, 1961 ("Reg. A") \$300,000 of 6½% convertible subord. debentures, due 1971. **Price**—At par. **Business**—A finance company. **Proceeds**—For general corporate purposes. **Address**—Keene, N. H. **Underwriter**—Chilson, Newbery & Co., Inc., Kingston, N. Y.

#### Nalley's, Inc. (12/18-22)

Oct. 9, 1961 filed 210,000 common, of which 130,000 are to be offered by the company and 80,000 by stockholders. **Price**—By amendment. **Business**—The production of food products. **Proceeds**—For a new plant, leasehold and plant improvement and working capital. **Office**—3410 S. Lawrence St., Tacoma, Wash. **Underwriter**—Blyth & Co., Inc., N. Y.

#### Narrows Premium Corp.

Sept. 25, 1961 filed 100,000 common. **Price**—\$4. **Business**—Financing of casualty insurance premiums in New York State. **Proceeds**—General corporate purposes. **Office**—9805 Fourth Ave., Brooklyn, N. Y. **Underwriter**—Pearson, Murphy & Co., Inc., N. Y.

#### National Bowling Lanes, Inc.

July 21, 1961 filed 150,000 capital shares. **Price**—\$5.50. **Business**—The operation of bowling centers. **Proceeds**—For expansion, repayment of loans, and working capital. **Office**—220 S. 16th Street, Philadelphia. **Underwriter**—Edward Lewis & Co., Inc., N. Y. **Offering**—Expected sometime in January.

#### National Capital Acceptance Corp.

Oct. 20, 1961 ("Reg. A") 150,000 class A common. **Price**—\$2. **Business**—Purchase of second trust notes and other securities. **Proceeds**—For working capital. **Office**—8719 Colesville Rd., Silver Spring, Md. **Underwriter**—Guardian Investment Corp., Washington, D. C. **Offering**—Expected sometime in January.

#### National Equipment & Plastics Corp.

Sept. 28, 1961 filed 105,000 common. **Price**—\$5. **Business**—Operation of a cleaning and pressing plant and affiliated stores. **Proceeds**—For debt repayment, store expansion and working capital. **Address**—Portage, Pa. **Underwriter**—Cortlandt Investing Corp., N. Y.

#### National Hospital Supply Co., Inc.

June 22, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Distribution of medical supplies. **Proceeds**—For inventory, advertising and promotion, expansion, repayment of loans and working capital. **Office**—38 Park Row, N. Y. **Underwriters**—Edward Lewis & Co., Inc. and Underhill Securities Corp., N. Y. **Offering**—Imminent.

#### National Mercantile Clearing House, Inc.

Oct. 23, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—A collection agency. **Proceeds**—For general corporate purposes. **Office**—4539 Ponce de Leon Blvd., Miami, Fla. **Underwriter**—Armstrong & Co., Inc., N. Y. **Offering**—Expected sometime in January.

#### National Real Estate Investment Trust

Nov. 9, 1961 filed 1,000,000 common. **Price**—\$15. **Business**—A real estate investment company. **Proceeds**—For investment. **Office**—20 Broad St., New York City. **Underwriter**—Lee Higginson Corp., N. Y. **Offering**—Expected in January.

#### National Recreation Corp.

Sept. 27, 1961 filed 337,500 common. **Price**—\$8. **Business**—Operates a national chain of bowling centers. **Proceeds**—For the acquisition of new centers, repayment of debt and for working capital. **Office**—Time and Life Bldg., N. Y. **Underwriter**—Berger-Derman, Inc., N. Y.

#### National Rolling Mills Co.

Nov. 22, 1961 filed 200,000 common, of which 120,000 are to be offered by the company and 80,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of steel suspension systems, and other specialized roll formed metal products. **Proceeds**—For debt repayment and other corporate purposes. **Office**—Morehall Road, Malvern, Pa. **Underwriter**—Drexel & Co., Philadelphia. **Offering**—Expected sometime in February.

#### National Semiconductor Corp.

May 11, 1961 filed 75,000 shares of capital stock. **Price**—To be supplied by amendment. **Business**—The design, development, manufacture and sale of quality transistors for military and industrial use. **Proceeds**—For new equipment, plant expansion, working capital, and other corporate purposes. **Office**—Mallory Plaza Bldg., Danbury, Conn. **Underwriters**—Lee Higginson Corp., N. Y. C. and Piper, Jaffray & Hopwood, Minneapolis (mgr.). **Note**—This registration has been indefinitely postponed.

#### National Systems Corp.

Sept. 28, 1961 ("Reg. A") 70,000 capital. **Price**—\$4. **Proceeds**—For equipment, improvement of a TV repair course and working capital. **Office**—1036 S. La Brea Ave., Los Angeles. **Underwriter**—Gregory-Massari, Inc., Beverly Hills. **Offering**—Imminent.

#### National Tel-Tronics Corp.

Sept. 11, 1961 filed 133,000 common. **Price**—\$3. **Business**—The manufacture of electronic components. **Proceeds**—For repayment of a loan, expansion, new products, working capital and general corporate purposes. **Office**—52 St. Casimer Ave., Yonkers, N. Y. **Underwriter**—Frank Karasik & Co., Inc., N. Y. (mgr.).

#### National Vended Ski Insurance Corp.

Oct. 30, 1961 filed 550,000 common. **Price**—By amendment. **Business**—Distribution of coin-operated insurance vending machines to brokers at sporting centers. **Proceeds**—For inventory, advertising and working capital. **Office**—420 Lexington Ave., N. Y. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Expected sometime in February.

#### Nationwide Bowling Corp.

Oct. 19, 1961 filed 100,000 capital shares (with attached warrants). **Price**—By amendment. **Business**—The operation of bowling centers. **Proceeds**—For a realty acquisition and working capital. **Office**—11 Commerce St., Newark, N. J. **Underwriter**—Warner, Jennings, Mandel & Longstreth, Philadelphia.

#### New Campbell Island Mines Ltd.

Oct. 13, 1961 filed 475,000 common, of which 400,000 are to be offered by the company and 75,000 by a stockholder. **Price**—50c. **Business**—Exploration, development and mining. **Proceeds**—General corporate purposes. **Office**—90 Industry St., Toronto, Canada. **Underwriter**—A. C. MacPherson & Co., Toronto.

#### New West Land Corp.

June 30, 1961 ("Reg. A") 200,000 common shares (par \$1). **Price**—\$1.50. **Proceeds**—For repayment of notes and acquisition of real estate interests. **Office**—3252 Broadway, Kansas City, Mo. **Underwriter**—Barret, Fitch, North & Co., Kansas City, Mo.

#### New World Laboratories, Inc.

Nov. 13, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of cosmetics and hair preparations. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1610 14th St., N. W., Washington, D. C. **Underwriter**—T. J. McDonald & Co., Inc., Washington, D. C.

#### Nigeria Chemical Corp.

Dec. 7, 1961 filed 90,000 common. **Price**—\$5. **Business**—Company plans to construct a plant for production of ethyl alcohol and derivatives and to distill and sell industrial and potable alcohol in Nigeria. **Proceeds**—For equipment, debt repayment, and working capital. **Office**—1060 Broad St., Newark, N. J. **Underwriter**—Scott, Harvey & Co., Inc., Fairlawn, N. J.

#### Norcold, Inc.

Nov. 20, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Sale of compact refrigerators. **Proceeds**—For general corporate purposes. **Office**—5111 W. Washington Blvd., Los Angeles. **Underwriter**—Morgan & Co., Los Angeles.

#### North America Real Estate Trust

Nov. 13, 1961 filed 2,000,000 shares of beneficial interest. **Price**—\$10. **Business**—Real estate investment trust. **Proceeds**—For acquisition of property and working capital. **Office**—475 Fifth Ave., N. Y. **Underwriter**—None.

#### North Atlantic Industries, Inc.

Sept. 26, 1961 filed 131,500 common, of which 120,000 will be sold by the company and 11,500 by a stockholder. **Price**—By amendment. **Business**—Manufacture of precision electronic instruments. **Proceeds**—Repayment of debt, new product development, inventory and working capital. **Office**—Terminal Dr., Plainview, N. Y. **Underwriter**—G. A. Saxton & Co., Inc., N. Y.

#### Northern Wood Products Corp.

Nov. 29, 1961 filed 78,000 common. **Price**—\$5. **Business**—Manufacture of wooden kitchen cabinets and related appliances. **Proceeds**—For debt repayment, expansion, and working capital. **Office**—201-221 Godwin Ave., Paterson, N. J. **Underwriter**—United Planning Corp., Newark, N. J.

#### Nutri-Bio Corp.

Oct. 17, 1961 filed 1,200,000 common. **Price**—\$5. **Business**—Distribution and sale of vitamins, minerals and dietary food supplements. **Proceeds**—For selling stockholders. **Office**—291 S. La Cienega Blvd., Beverly Hills, Calif. **Underwriter**—Vickers, McPherson & Warwick, Inc., N. Y.

#### Nutri-Laboratories, Inc.

Sept. 14, 1961 filed 100,000 common. **Price**—\$5. **Business**—The manufacture and distribution of animal foods and dog products. **Proceeds**—For marketing of "Doctor's Choice" brand, working capital and operating expenses. **Office**—1511 K St., N. W., Washington, D. C. **Underwriter**—Hirschel & Co., Silver Spring, Md.

#### Nuveen Tax-Exempt Bond Fund, Series 2

Feb. 23, 1961 filed \$10,000,000 (100,000 units) ownership certificates. **Price**—To be filed by amendment. **Business**—The fund will invest in interest bearing obligations of states, counties, municipalities and territories of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—135 South La Salle Street, Chicago. **Sponsor**—John Nuveen & Co., Chicago. **Offering**—Expected in early 1962. **Note**—This fund formerly was known as Tax-Exempt Public Bond Trust Fund, Series 2.

#### Nuveen Tax-Exempt Bond Fund, Series 3

Oct. 17, 1961 filed \$15,300,000 of units representing fractional interests in the fund. **Price**—By amendment. **Business**—The fund will invest in interest bearing obligations of states, counties and municipalities of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—Chicago, Ill. **Sponsor**—John Nuveen & Co., 135 So. La Salle St., Chicago.

#### Nuveen Tax-Exempt Bond Fund, Series 4

Oct. 17, 1961 filed \$15,000,000 of units representing fractional interests in the fund. **Price**—By amendment. **Business**—The fund will invest in interest-bearing obligations of states, counties, and municipalities of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—Chicago, Ill. **Sponsor**—John Nuveen & Co., 135 So. La Salle St., Chicago.

#### Oceanic Instruments, Inc. (12/28)

Aug. 24, 1961 filed 140,000 common. **Price**—\$1. **Business**—The company plans to manufacture scientific marine instruments and provide consultation services. **Proceeds**—For organizational expenses and purchase of equipment. **Office**—1515 Norton Bldg., Seattle. **Underwriter**—Globe, Inc., N. Y.

#### Old Empire, Inc. (12/18-22)

May 1, 1961 filed \$950,000 of convertible subordinated debentures due 1971. **Price**—At par. **Business**—The manufacture, packaging and distribution of cosmetics, pharmaceuticals and household, chemical and industrial specialties. **Proceeds**—For the repayment of bank loans, property improvements and working capital. **Office**—865 Mt. Prospect Avenue, Newark, N. J. **Underwriter**—Laird, Bissell & Meeds, N. Y.

#### Olympia Mines, Inc. (1/2-5)

Sept. 1, 1961 filed 300,000 capital shares. **Price**—\$1.35. **Business**—The exploration and development of mines. **Proceeds**—For mining operations. **Office**—44 Court St., Brooklyn, N. Y. **Underwriter**—Gaumont Corp., Ltd., Toronto.

#### Orbit Industries, Inc. (12/18-22)

Aug. 22, 1961 filed 125,000 common shares. **Price**—\$4. **Business**—Research, development, engineering and manufacturing in the telephone, electronics and related



fields. **Proceeds**—For repayment of loans, and equipment. **Office**—213 Mill St., N. E., Vienna, Va. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C.

#### Originala Inc.

Aug. 29, 1961 filed 150,000 common. **Price**—\$9.25. **Business**—The manufacture of women's coats. **Proceeds**—For the selling stockholders. **Office**—512 Seventh Ave., N. Y. **Underwriters**—Globus, Inc., and Divine & Fishman, Inc., N. Y. **Offering**—Expected some time in January.

#### Orion Electronics Corp. (1/15-19)

Aug. 28, 1961 filed 100,000 common. **Price**—\$3.50. **Business**—The manufacture of precision electronic sub-systems for the generation, detection and control of frequencies up through the microwave region. **Proceeds**—For expansion, equipment and working capital. **Address**—Tuckahoe, N. Y. **Underwriter**—A. D. Gilhart & Co., Inc., N. Y. C.

#### Orlando Paper Corp.

Oct. 11, 1961 ("Reg. A") 80,000 common. **Price**—\$2.50. **Business**—Manufacturer of miscellaneous paper products. **Proceeds**—For debt repayment and general corporate purposes. **Office**—Oceanside, L. I., N. Y. **Underwriter**—Professional & Executive Planning Corp., Long Beach, N. Y., and E. J. Roberts & Co., Ridgewood, N. J.

#### Oxford Finance Cos., Inc.

Nov. 28, 1961 filed 200,000 common. **Price**—By amendment. **Business**—A finance company. **Proceeds**—For expansion and debt repayment. **Office**—6701 N. Broad St., Philadelphia. **Underwriter**—Blair & Co., Inc., N. Y. **Offering**—Expected in late February.

#### Oxford Trust Fund

Nov. 24, 1961 filed 5,000,000 units. **Price**—\$1. **Business**—An investment trust. **Office**—Atlanta, Ga. **Sponsor**—Oxford Distributor Corp., Atlanta.

#### Oz Publishing Corp.

Sept. 15, 1961 filed 140,000 common. **Price**—By amendment. **Business**—The design, production and sale of greeting cards. **Proceeds**—For the repayment of debt, installation of additional equipment, modernization of a department and working capital. **Office**—156 Fifth Ave., N. Y. **Underwriter**—Laren Co., N. Y.

#### Ozon Products, Inc.

Sept. 28, 1961 filed 105,000 common. **Price**—By amendment. **Business**—Manufacture of toiletries and cosmetics. **Proceeds**—For repayment of debt and working capital. **Office**—50 Wallabout St., Brooklyn, N. Y. **Underwriter**—Carter, Berlind, Potoma & Weill, N. Y. **Offering**—Expected in January.

#### PCS Data Processing, Inc.

Oct. 6, 1961 filed 100,000 common of which 50,000 are to be offered by the company and 50,000 by stockholders. **Price**—\$3.75. **Business**—Furnishing of statistical information. **Proceeds**—For training personnel, new equipment, expansion and working capital. **Office**—75 W. St., N. Y. **Underwriters**—Harry Odzer Co., N. Y., and Lenchner, Covato & Co., Inc., Pittsburgh, Pa. **Offering**—Expected in January.

#### P-G Products Manufacturing Co., Inc.

Oct. 10, 1961 filed 110,055 common. **Price**—By amendment. **Business**—Manufactures appliance replacement parts and accessories. **Proceeds**—For debt repayment, expansion and working capital. **Office**—230 E. 162nd St., N. Y. **Underwriters**—Kahn & Peck, Cohn & Co., N. Y.

#### P. & H. Tube Corp.

Oct. 25, 1961 filed 120,000 common (with attached warrants to purchase 60,000 additional shares) to be offered in units consisting of two shares and one warrant. **Price**—\$12 per unit. **Business**—Manufacture of electric resistance welded steel tubing. **Proceeds**—For debt repayment and working capital. **Office**—413 Hamilton Rd., Bossier City, La. **Underwriters**—Howard, Weil, Labouisse, Friedrichs & Co., New Orleans and Clark, Landstreet & Kirkpatrick, Inc., Nashville.

#### Pacific Big Wheel

Oct. 26, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Sale and installation of automobile accessories. **Proceeds**—For expansion and working capital. **Office**—6125 El Cajon Blvd., San Diego. **Underwriter**—N. C. Roberts & Co., Inc., San Diego.

#### Pacific Nutrient & Chemical Co.

Sept. 15, 1961 filed 120,000 common. **Price**—\$4. **Business**—The manufacture and sale of chemical fertilizers, animal nutrients, crop seeds, insecticides, etc. **Proceeds**—For additional equipment, a new plant and working capital. **Office**—North Oak and Hazel St., Burlington, Wash. **Underwriter**—To be named.

#### Pacific States Steel Corp.

June 21, 1961 filed 100,000 outstanding shares of capital stock (par 50 cents) to be sold by stockholders. **Price**—\$6. **Business**—The manufacture of steel products. **Proceeds**—For the selling stockholder. **Office**—35124 Alvarado-Niles Road, Union City, Calif. **Underwriters**—First California Co., Inc., and Schwabacher & Co., San Francisco (mgr.). **Offering**—Indefinitely postponed.

#### Fako Corp. (12/18-22)

Sept. 25, 1961 filed 150,000 class A common, of which 100,000 will be sold by company and 50,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of equipment used to process and print photographs. **Proceeds**—Working capital. **Office**—6300 Olson Highway, Minneapolis. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y.

#### Fal-Playwell Inc.

Nov. 28, 1961 filed 100,000 common. **Price**—\$4. **Business**—Design, assembly and manufacture of toys. **Proceeds**—For debt repayment and working capital. **Office**—179-30 93rd Ave., Jamaica, N. Y. **Underwriter**—Tyche Securities, Inc., N. Y.

#### Palmetto Pulp & Paper Corp.

June 28, 1961 filed 1,000,000 common. **Price**—\$3.45. **Business**—The growth of timber. **Proceeds**—Working capital and the possible purchase of a mill. **Address**—Box 199, Orangeburg, S. C. **Underwriter**—Stone & Co. c/o E. Lowitz & Co., 29 Broadway, N. Y.

#### Papekote, Inc.

Dec. 1, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Development and sale of chemical processes used in the field of paper coating. **Proceeds**—For general corporate purposes. **Office**—443 W. 15th St., N. Y. **Underwriter**—Edward Lewis Co., Inc., N. Y.

#### Paragon Pre-Cut Homes, Inc.

Aug. 25, 1961 filed \$1,000,000 of 15-year sinking fund debentures due 1976 (with warrants attached) and 100,000 common to be offered in 10,000 units each consisting of 10 common and \$100 of debentures. **Price**—By amendment. **Business**—The packaging and direct sale of pre-cut home building materials. **Proceeds**—For repayment of loans and working capital. **Office**—499 Jericho Turnpike, Mineola, N. Y. **Underwriter**—L. F. Rothschild & Co., N. Y. C. (mgr.).

#### Paramount Foam Industries (12/27-29)

Sept. 25, 1961 filed 137,500 common. **Price**—By amendment. **Business**—The manufacture of polyester foams. **Proceeds**—Additional equipment, debt repayment and working capital. **Office**—Mercer and Arnot Sts., Lodi, N. J. **Underwriters**—Fialkov & Co., Inc., and Stanley Heller & Co., N. Y.

#### Parker Finance Corp.

Oct. 27, 1961 filed 135,000 common. **Price**—\$6. **Business**—Financing of commercial accounts receivable. **Proceeds**—For debt repayment. **Office**—8650 Cameron St., Silver Spring, Md. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. **Offering**—Expected in February.

#### Parkway Laboratories, Inc.

Dec. 6, 1961 filed 160,000 common. **Price**—\$5. **Business**—Manufacture of drugs and pharmaceuticals. **Proceeds**—For an acquisition, research and other corporate purposes. **Office**—2301 Pennsylvania Ave., Philadelphia. **Underwriter**—Arnold Malkan & Co., Inc., N. Y.

#### Patent Merchandising Corp.

Nov. 22, 1961 filed 100,000 common (with attached five-year warrants to purchase an additional 100,000 shares) to be sold in units of one share and one warrant. **Price**—\$3.50 per unit. **Business**—Company plans to market patented products, or products which it considers to be patentable. **Proceeds**—For general corporate purposes. **Office**—521 5th Ave., N. Y. C. **Underwriter**—Hampstead Investing Corp., N. Y.

#### Pellegrino Aggregate Technico, Inc.

Aug. 10, 1961 filed 130,000 class A common shares. **Price**—\$5. **Business**—The manufacture of building materials. **Proceeds**—For payment of income taxes and loans and for working capital. **Office**—Woodbridge-Carteret Road, Port Reading, N. J. **Underwriter**—Mortimer B. Burnside & Co., Inc., New York.

#### Pennon Electronics Corp.

Sept. 28, 1961 ("Reg. A") 135,000 common. **Price**—\$2.20. **Business**—Manufacture of solid state electronic devices. **Proceeds**—For working capital. **Office**—7500 S. Garfield Ave., Bellgardens, Calif. **Underwriter**—Darius Inc., N. Y.

#### Perpetual Investment Trust

Nov. 9, 1961 filed 500,000 shares of beneficial interest. **Price**—(For the first 10,000 shares) \$10.80 per share. (For the balance) Net asset value plus 8% commission. **Business**—A real estate investment trust. **Proceeds**—For investment. **Office**—1613 Eye St., N. W., Washington, D. C. **Underwriter**—Sidney Z. Menseh Securities Co., Washington, D. C.

#### Personal Property Leasing Co. (12/18-22)

Oct. 13, 1961 filed \$2,000,000 of conv. subord. debentures due 1976. **Price**—By amendment. **Business**—Leasing of equipment to industrial and commercial firms. **Proceeds**—For purchase of equipment and collateral for bank credit. **Office**—6381 Hollywood Blvd., Los Angeles. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis.

#### Philippine Oil Development Co., Inc.

Sept. 25, 1961 filed 95,270,181 capital shares to be offered for subscription by common stockholders on the basis of one new share for each six held of record Sept. 9. **Price**—One cent. **Business**—Exploration for oil in the Philippines. **Proceeds**—Repayment of debt and the drilling of test wells. **Office**—Manila, Philippines. **Underwriter**—None.

#### Photon, Inc.

Aug. 24, 1961 filed \$1,785,000 of 5% convertible subordinated income debentures due 1971 being offered for subscription by stockholders on the basis of \$100 of debentures for each 40 common held of record Nov. 30 with rights to expire Dec. 20, 1961. **Price**—At par. **Business**—The manufacture of a photographic type setting machine. **Proceeds**—For repayment of a loan and working capital. **Office**—58 Charles St., Cambridge, Mass. **Underwriter**—None. **Note**—The record date for this rights offering is expected to be Nov. 30 and the rights expiration date is Dec. 15.

#### Physicians & Dentists Development Corp.

Nov. 30, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Design, construction and equipping of clinics and office facilities. **Proceeds**—For general corporate purposes. **Office**—2480 Government St., Mobile. **Underwriter**—None.

#### Pir-O-Wood Industries, Inc.

Nov. 28, 1961 filed 62,000 common. **Price**—\$5. **Business**—Sale of prefabricated wood and plastic specialized components. **Proceeds**—For general corporate purposes. **Office**—1182 Broadway, N. Y. **Underwriter**—Arnold Malkan & Co., Inc., N. Y. **Offering**—In February.

#### Plantonics, Inc.

Dec. 4, 1961 ("Reg. A") 22,400 capital shares. **Price**—\$10. **Business**—Design, development and assembly of aircraft electronic communication equipment. **Proceeds**—For general corporate purposes. **Office**—111 Josephine St., Santa Cruz, Calif. **Underwriter**—None.

#### Plastic Industries, Inc.

Sept. 28, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Design and manufacture of women's handbags. **Proceeds**—Debt repayment and working capital. **Office**—6700 N. W. 37th Court, Miami, Fla. **Underwriter**—To be named.

#### Plasticrete Corp.

Nov. 15, 1961 filed 160,000 common. **Price**—By amendment. **Business**—Manufactures masonry units for the construction industry. **Proceeds**—For general corporate purposes. **Office**—1883 Dixwell Ave., Hamden, Conn. **Underwriter**—Blair & Co., Inc., N. Y. **Offering**—In Jan.

#### Plymouth Discount Corp. (12/18-22)

Aug. 28, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Consumer sales financing. **Proceeds**—For repayment of notes and working capital. **Office**—2211 Church Ave., Brooklyn, N. Y. **Underwriter**—M. Posey Associates, Ltd., 50 Broadway, N. Y.

#### Policy-Matic Affiliates, Inc. (1/2-5)

Oct. 16, 1961 filed 200,000 capital shares. **Price**—\$3.25. **Business**—Leasing of insurance vending machines. **Proceeds**—General corporate purposes. **Office**—1001 15th St., N. W., Washington, D. C. **Underwriter**—Balogh & Co., Inc., Washington, D. C.

#### Polytronic Research, Inc. (1/2-5)

June 7, 1961 filed 193,750 common shares, of which 150,000 will be sold for the company and 43,750 for stockholders. **Price**—By amendment. **Business**—Research and development, engineering and production of certain electronic devices for aircraft, missiles, oscilloscopes, electronic vending machines and language teaching machines. **Proceeds**—For expansion, repayment of debt and working capital. **Office**—7326 Westmore Rd., Rockville, Md. **Underwriters**—Jones, Kreeger & Co., and Balogh & Co., Washington, D. C. (managing).

#### Popular Library, Inc. (12/26-29)

Oct. 17, 1961 filed 127,500 capital shares. **Price**—By amendment. **Business**—Publishing of paperback books and magazines. **Proceeds**—General corporate purposes. **Office**—355 Lexington Ave., N. Y. **Underwriter**—Sutro Bros. & Co., N. Y.

#### Power Industrial Products Co.

Nov. 22, 1961 filed 160,000 class A common, of which 133,333 are to be offered by the company and 26,667 by present stockholders. **Price**—By amendment. **Business**—Warehouse distribution of corrosion resistant stainless steel pipe, tubing, valves, etc. **Proceeds**—For repayment of debt, expansion, and working capital. **Office**—352 Harrison St., Passaic, N. J. **Underwriter**—S. D. Fuller & Co., N. Y. **Offering**—Expected sometime in February.

#### President Airlines, Inc.

June 13, 1961 ("Reg. A") 150,000 class A common shares (par one cent). **Price**—\$2. **Business**—Air transportation of passengers and cargo. **Proceeds**—For payment of current liabilities and taxes; payment of balance on CAB certificate and working capital. **Office**—630 Fifth Avenue, Rockefeller Center, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J. **Note**—This offering has been temporarily postponed.

#### Prestige Capital Corp.

Oct. 19, 1961 filed 200,000 common. **Price**—\$5. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—485 Fifth Ave., N. Y. **Underwriters**—D. Gleich & Co., N. Y., and Laird, Bissell & Meeds, Wilmington, Del.

#### Pride Industries, Inc. (1/10)

Aug. 29, 1961 filed 75,000 common. **Price**—\$5. **Business**—The sale of pet foods. **Proceeds**—For inventory, repayment of a loan, machinery, new products, advertising. **Office**—4408 Fairmount Ave., Philadelphia. **Underwriter**—Steven Investment Corp., Bala Cynwyd, Pa.

#### Primex Equities Corp.

Nov. 27, 1961 filed 400,000 shares of 60c cumulative convertible preferred, and 400,000 of class A common, to be offered in units of one share each. **Price**—By amendment. **Business**—A real estate investment firm. **Proceeds**—For property acquisitions and working capital. **Office**—66 Hawley St., Binghamton, N. Y. **Underwriter**—None.

#### Product Research of Rhode Island, Inc.

(12/19-20)  
July 28, 1961 filed 330,000 common shares. **Price**—\$2.05. **Business**—The manufacture of vinyl plastic products used in the automotive, marine and household fields. **Proceeds**—For repayment of debt, new equipment and working capital. **Office**—184 Woonasquatucket Avenue, North Providence, R. I. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

#### Programming and Systems, Inc.

Oct. 11, 1961 filed 40,000 common. **Price**—\$3.50. **Business**—Instructs classes in computer programming and the operation of electronic data processing machines. **Proceeds**—For expansion. **Office**—45 W. 35th St., N. Y. **Underwriter**—D. M. Stuart & Co., Inc., N. Y.

#### Programs For Television, Inc.

Aug. 29, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The distribution of films for motion pictures and television. **Proceeds**—For repayment of debt and working capital. **Office**—1150 Avenue of the Americas, N. Y. **Underwriter**—To be named.

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**★ Protection Equipment Co., Inc.**

Nov. 30, 1961 ("Reg. A") 100,000 common. Price—\$2.50. Business—Design, manufacture and servicing of bank protective equipment. **Proceeds**—For debt repayment and working capital. Office—1025 Hill St., Hopkins, Minn. Underwriter—None.

**Prufcoat Laboratories, Inc.**

Sept. 25, 1961 filed 60,000 common, of which 13,000 shares are to be offered by the company and 47,000 by a stockholder. Price—By amendment. Business—Development and production of plastic-base protective coatings, paints and primers. **Proceeds**—Purchase of equipment and other corporate purposes. Office—63 Main St., Cambridge, Mass. Underwriter—Chace, Whiteside & Winslow, Inc., Boston.

**● Publishers Co., Inc.**

Nov. 28, 1961 filed 541,000 common. Price—By amendment. Business—Book publishing. **Proceeds**—For an acquisition and other corporate purposes. Office—1106 Connecticut Ave., N. W., Washington, D. C. Underwriters—Amos Treat & Co., Inc., N. Y. and Roth & Co., Inc., Philadelphia. Offering—Expected sometime in Feb.

**Publishers Vending Services, Inc.**

July 3, 1961 filed \$600,000 of 5½% convertible subordinated debentures due 1971; 120,000 common shares which underlie 2-year first warrants exercisable at \$7.50 per share, and 120,000 common shares which underlie 5-year second warrants, exercisable at \$10 per share. The securities are to be offered for public sale in units of one \$100 debenture, 20 first warrants and 20 second warrants. Price—\$100 per unit. Business—The design, manufacture, sale and leasing of coin-operated vending machines for magazines, newspapers and paperback books. **Proceeds**—For the repayment of debt, advertising, sales promotion, and the manufacture of new machines. Office—1201 South Clover Drive, Minneapolis. Underwriter—D. H. Blair & Co., N. Y. Offering—Expected sometime in January.

**Puerto Rico Capital Corp. (1/10)**

Sept. 13, 1961 filed 750,000 common. Price—\$10. Business—A small business investment company. **Proceeds**—For general corporate purposes. Address—San Juan, Puerto Rico. Underwriter—Hill, Darlington & Grimm, N. Y.

**Puerto Rico Land and Development Corp.**

Nov. 24, 1961 filed \$4,000,000 of 5% conv. subord. debentures due 1971 and 200,000 class A shares to be offered in 25,000 units, each consisting of \$160 of debentures and eight shares. Price—\$260 per unit. Business—Real estate and construction. **Proceeds**—For general corporate purposes. Office—San Juan, Puerto Rico. Underwriters—Lieberbaum & Co., and Morris Cohon & Co., New York.

**● Pulp Processes Corp. (1/8-12)**

Sept. 20, 1961 filed 140,000 common. Price—\$5. Business—Development of pulping and bleaching devices. **Proceeds**—General corporate purposes. Office—Hoge Bldg., Seattle, Wash. Underwriter—Wilson, Johnson & Higgins, San Francisco.

**Pyramid Publications, Inc.**

Nov. 24, 1961 filed 115,000 common. Price—By amendment. Business—Publication and sale of pocket-size paperback books and a man's magazine. **Proceeds**—For expansion, debt repayment, and working capital. Office—444 Madison Ave., N. Y. Underwriter—Milton D. Blauner & Co., Inc., N. Y. Offering—In February.

**Pyrometer Co. of America, Inc.**

Sept. 26, 1961 filed 300,000 common. Price—By amendment. Business—Design and manufacture of thermocouple temperature transducers and electronic indicating and controlling instruments. **Proceeds**—To finance the purchase of Hamilton Manufacturing Co., Inc. Office—600 E. Lincoln Highway, Pennel, Pa. Underwriter—Arnold Malkan & Co., Inc., N. Y. Offering—January.

**Quaker City Industries, Inc.**

Nov. 28, 1961 filed 87,500 common. Price—\$4. Business—Design and manufacture of metal cabinets, boxes, boiler and radiator enclosures. **Proceeds**—For equipment, advertising and working capital. Office—234 Russell St., Brooklyn, N. Y. Underwriter—M. J. Merritt & Co., Inc., N. Y.

**Quartite Creative Corp. (12/18-22)**

Sept. 27, 1961 filed 100,000 common. Price—\$5. Business—Manufacture of home furnishing products. **Proceeds**—For research, new products and working capital. Office—34-24 Collins Place, Flushing, N. Y. Underwriters—Shell Associates, Inc. and Godfrey, Hamilton, Taylor & Co., N. Y.

● **Quick-Chek Electronics & Photo Corp. (12/19)**  
Sept. 28, 1961 filed 110,000 common, of which 70,000 shares are to be offered by the company and 40,000 by stockholders. Price—\$10. Business—Manufacture of self-service tube testers and the sale of television, radio and high fidelity receiving tubes. **Proceeds**—For debt repayment and working capital. Office—5212 Pulaski Ave., Philadelphia. Underwriter—J. R. Williston & Beane, N. Y.

**RF Interonics, Inc.**

Oct. 30, 1961 filed 40,000 common. Price—\$5. Business—Manufacture of radio frequency interference filters and capacitors. **Proceeds**—For equipment, working capital and other corporate purposes. Office—15 Neil Court, Oceanside, N. Y. Underwriter—Arnold Malkan & Co., N. Y. Offering—Expected sometime in January.

**Racing Inc.**

Oct. 16, 1961 filed 1,250,000 common. Price—Up to \$4. Business—Company plans to build and operate an automobile racing center. **Proceeds**—General corporate purposes. Office—21 N. 7th St., Stroudsburg, Pa. Underwriter—None.

**Rainbow Photo Laboratories, Inc.**

Sept. 28, 1961 filed 150,000 common. Price—By amendment. Business—Processing of film and distributing of photographic equipment. **Proceeds**—For moving expenses, expansion, advertising and promotion, repayment of debt and working capital. Office—29-14 Northern Blvd., Long Island City, N. Y. Underwriter—Rodetsky, Walker & Co., Inc., N. Y.

**Rapid-American Corp.**

Nov. 1, 1961 filed \$8,367,000 of conv. subord. debentures due 1976, to be offered for subscription by common stockholders and 5¼% conv. debenture holders at the rate of \$100 of new debts for each 25 common held and \$100 of new debts for each 25 common into which the outstanding 5¼% conv. debts are convertible. Price—At par. Business—Manufacture of metal signs, plastic toys, novelties, etc. **Proceeds**—To increase ownership in McCrory Corp. and general corporate purposes. Office—711 Fifth Ave., N. Y. Underwriter—None.

**● Rapid Film Technique, Inc.**

Sept. 19, 1961 filed 70,000 common. Price—\$4. Business—The rejuvenating and repairing of motion picture film. **Proceeds**—For debt repayment and general corporate purposes. Office—37-02 27th St., Long Island City, N. Y. Underwriter—Herbert Young & Co., Inc., N. Y. Offering—Imminent.

**● Raritan Plastics Corp. (2/5-9)**

Sept. 28, 1961 filed 100,000 class A common. Price—\$5. Business—Extrusion of plastic sheets. **Proceeds**—Equipment, debt repayment and working capital. Office—1 Raritan Rd., Oakland, N. J. Underwriter—Gianis & Co., Inc., N. Y.

**Raymond Engineering Laboratory, Inc.**

(12/18-22)  
Aug. 15, 1961 filed 100,000 common shares, of which 50,000 shares are to be offered by the company and 50,000 shares by stockholders. Price—By amendment. Business—The manufacture of timing devices, accelerometers and related equipment for missiles, satellites and space vehicles. **Proceeds**—For repayment of loans, equipment, and working capital. Office—Smith Street, Middletown, Conn. Underwriter—Lee Higginson Corp., New York

**● Real Estate Fund, Inc. (12/19-22)**

Sept. 28, 1961 ("Reg. A") 14,634 units each consisting of seven common shares and one 20-year 6% convertible subordinated debenture. Price—\$20.50 per unit. Business—Development and operation of shopping centers and other properties. **Proceeds**—General corporate purposes. Address—Greenville, S. C. Underwriter—McCarley & Co., Inc., Asheville, N. C.

**★ Realsite, Inc.**

Nov. 30, 1961 ("Reg. A") 14,034 common. Price—\$4. Business—General real estate. **Proceeds**—For selling stockholders. Office—3121 N. W. 43rd Ave., Fort Lauderdale, Fla. Underwriter—None.

**Realty Equities Corp. of New York (12/26-29)**

Sept. 28, 1961 filed \$1,675,800 of subord. debentures due 1971 (with warrants attached) to be offered for subscription by stockholders in 16,758 units, each consisting of \$100 of debentures and a warrant to purchase 12.5 shares on the basis of one unit for each 20 shares held. Price—\$100 per unit. Business—General real estate and construction. **Proceeds**—General corporate purposes. Office—666 Fifth Ave., N. Y. Underwriter—Sutro Bros. & Co., New York.

**● Reco, Inc. (1/2-5)**

Oct. 19, 1961 filed 75,000 class A shares. Price—By amendment. Business—Operates record, card and stationery departments in discount stores. **Proceeds**—For expansion. Office—1211 Walnut St., Kansas City, Mo. Underwriter—Midland Securities Co., Inc., Kansas City, Mo.

**Recreation Associates, Inc.**

Aug. 14, 1961 filed 100,000 class A common. Price—\$3. Business—The operation of a bowling center. **Proceeds**—For working capital. Office—8905 Columbia Pike, Falls Church, Va. Underwriter—None.

**Red Wing Fiberglass Products, Inc.**

July 28, 1961 ("Reg. A") 260,000 common. Price—\$1.15. **Proceeds**—Debt repayment, building improvements, equipment, research and development, and working capital. Office—Industrial Park, Red Wing, Minn. Underwriter—York & Mavroulis, Minneapolis. Note—This letter was temporarily postponed.

**● Reher Simmons Research, Inc. (12/18-22)**

May 8, 1961 filed 150,000 shares of capital stock. Price—\$6 per share. Business—The research and development of processes in the field of surface and biochemistry. **Proceeds**—For plant construction, equipment, research and development, sales promotion and working capital. Office—545 Broad St., Bridgeport, Conn. Underwriter—McLaughlin, Kaufmann & Co., N. Y. (mgr.).

**Ripley Industries, Inc., and Jomar Plastics, Inc.**

Oct. 27, 1961 filed 100,000 common shares of Ripley and 100,000 of Jomar to be offered in units consisting of one share of each company. Price—By amendment. Business—Manufacture of wood and plastic heels for women's shoes, metal molds and dies, bowling pins, bowling shoes and related products. **Proceeds**—For general corporate purposes. Office—4067 Folsom Ave. St. Louis and Rio Piedras, Puerto Rico. Underwriters—Paine, Webber, Jackson & Curtis and American Securities Corp., N. Y. Offering—Expected sometime in January.

**Roberts & Porter, Inc.**

Nov. 20, 1961 filed 80,200 common, of which 16,680 are to be offered by the company and 63,520 by stockholders. Price—By amendment. Business—Sale of specialized photographic, plate making and press room supplies and equipment to the graphic arts industry. **Pro-**

**ceeds**—For working capital. Office—4140 W. Victoria Ave., Chicago, Ill. Underwriters—Blunt Ellis & Simmons, Chicago, and Schmidt, Roberts & Parke, Philadelphia.

**Rochester Capital Leasing Corp.**

Oct. 30, 1961 filed \$625,000 of 6% convertible subordinated debentures due 1972 and 100,000 class A to be offered in 12,500 units each consisting of \$50 of debentures and eight shares. Price—\$90 per unit. Business—Manufacture and sale of furniture, equipment, and supplies to schools, hotels, hospitals and industrial companies. **Proceeds**—For working capital. Office—8 Jay St., Rochester, N. Y. Underwriter—Saunders, Stiver & Co., Cleveland.

**● Rocket Power, Inc. (1/8-12)**

Sept. 20, 1961 filed 200,000 common. Price—By amendment. Business—Development and manufacture of solid propellants, rocket motors, rocket catapults and related products. **Proceeds**—To repay debt. Office—Falcon Field, Mesa, Ariz. Underwriters—Paine, Webber, Jackson & Curtis and Prescott & Co., N. Y.

**Rodale Electronics, Inc.**

Sept. 29, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Manufacture of electronic equipment. **Proceeds**—Debt repayment, new products, equipment, sales promotion and advertising. Office—562 Grand Blvd., Westbury, N.Y. Underwriter—Charles Plohn & Co., N.Y. Offering—Expected sometime in January.

**Rogers (John) Co.**

Oct. 24, 1961 filed \$600,000 of 6% conv. subord. debentures due 1976 and 120,000 common shares to be offered in units consisting of one debenture and two shares. Price—\$25 per unit. Business—Sale of rebuilt automobile engines and reground crankshafts to automobile parts jobbers. **Proceeds**—For working capital and general corporate purposes. Office—1060 Huff Rd., N. W., Atlanta, Ga. Underwriters—Robinson-Humphrey Co., Inc., and Courts & Co., Atlanta.

**Roto Cylinders, Inc. (12/26-29)**

Nov. 16, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Custom gravure engraving. **Proceeds**—For debt repayment and working capital. Address—Palmyra, N. J. Underwriter—Woodcock, Moyer, Fricke & French, Inc., Philadelphia.

**Royaltone Photo Corp.**

Nov. 29, 1961 filed 300,000 common, of which 100,000 are to be offered by the company and 200,000 by stockholders. Price—By amendment. Business—Develops and prints color, and black and white photographic film. **Proceeds**—For equipment and working capital. Office—245 7th Ave., N. Y. Underwriter—Federman, Stonehill & Co., N. Y.

**Rubber & Fibre Chemical Corp. (1/8-12)**

Sept. 25, 1961 filed 120,000 common. Price—\$5. Business—Exploitation of a new process for reclaiming unvulcanized rubber. **Proceeds**—Purchase of equipment and existing plant building, repayment of debt, and working capital. Office—300 Butler St., Brooklyn, N. Y. Underwriter—Armstrong & Co., Inc., N. Y.

**● Russell Stover Candies, Inc. (12/19-20)**

Nov. 1, 1961 filed 130,000 common. Price—By amendment. Business—Manufacture of candies. **Proceeds**—For selling stockholders. Office—1206 Main St., Kansas City, Mo. Underwriters—Harriman Ripley & Co., Inc., N. Y. and Stern Bros. & Co., Kansas City, Mo.

**● S. M. S. Instruments, Inc. (1/29-2/2)**

Nov. 28, 1961 filed 100,000 common. Price—\$3.25. Business—Repair and maintenance of aircraft instruments and accessories. **Proceeds**—For equipment, debt repayment, and other corporate purposes. Office—Idlewild International Airport, Jamaica, N. Y. Underwriter—Lieberbaum & Co., N. Y.

**● S. O. S. Photo-Cine-Optics, Inc. (12/26-29)**

June 29, 1961 filed \$50,000 of 6% subordinated debentures due 1969 and 50,000 common shares to be offered in units consisting of \$10 of debentures and 10 common shares. Price—\$40 per unit. Business—The manufacturing, renting and distributing of motion picture and television production equipment. **Proceeds**—For new equipment, advertising, research and development, working capital and other corporate purposes. Office—602 W. 52nd St., New York. Underwriter—William, David & Motti, Inc., N. Y.

**● Sabre, Inc. (1/8-12)**

Sept. 25, 1961 ("Reg. A") 50,000 common. Price—\$2. Business—Manufacture of pre-painted aluminum siding and accessories. **Proceeds**—For inventory, dies, inventory equipment and working capital. Office—4990 E. Asbury, Denver. Underwriter—Schmidt, Sharp, McCabe & Co., Inc., Denver.

**● Saegertown Classeals, Inc.**

Sept. 27, 1961 filed 210,500 common, of which 100,000 are to be offered by the company and 110,500 by stockholders. Price—By amendment. Business—Manufacture of electronic parts, including diodes and rectifiers. **Proceeds**—For general corporate purposes. Office—South Main St., Saegertown, Pa. Underwriter—Carl M. Loeb, Rhoades & Co., N. Y. Note—This company plans to merge with Glass-Tite Industries, Inc., subject to approval of stockholders. Offering—In February.

**San Diego Imperial Corp.**

Dec. 5, 1961 filed 350,091 common. Price—By amendment. Business—A holding company for 14 savings and loan associations, and other firms. **Proceeds**—For the selling stockholders. Office—1400 Fifth Ave., San Diego, Calif. Underwriters—White, Weld & Co., Inc., N. Y., and J. A. Hogle & Co., Salt Lake City.

**Sav-Mor Oil Corp.**

July 5, 1961 ("Reg. A") 92,000 common shares (par one cent). Price—\$2.50. Business—Wholesale distribution of gasoline and oil to service stations. **Proceeds**—For ex-



pansion. **Office**—151 Birchwood Park Dr., Jericho, L. I., N. Y. **Underwriter**—Armstrong & Co., Inc., N. Y. **Offering**—Expected sometime in January.

#### Save-Tax Club, Inc.

July 6, 1961 ("Reg. A") 150,000 common. **Price**—\$2. **Business**—A plan to stimulate retail merchandising in New York City. Retail establishments who join the plan will give 3% discounts to members of the Save-Tax Club. **Proceeds**—For salaries to salesmen, advertising, public relations, additional employees, and working capital. **Office**—135 W. 52nd St., N. Y. **Underwriter**—B. G. Harris & Co., Inc., N. Y. **Offering**—Imminent.

#### Savin Business Machines Corp. (1/9-12)

Sept. 28, 1961 filed 100,000 common. **Price**—\$10. **Business**—Distribution of products for use in photocopy machines. **Proceeds**—For initial production of xerographic machines, additional equipment, expansion and working capital. **Office**—161 Ave. of the Americas, N. Y. **Underwriter**—Ira Haupt & Co., N. Y.

#### Schultz Sav-O-Stores, Inc.

Nov. 13, 1961 filed 160,000 common, of which 75,000 are to be offered by the company and 85,000 by stockholders. **Price**—By amendment. **Business**—Wholesale food distribution and operation of supermarkets. **Proceeds**—For expansion. **Office**—2215 Union Ave., Sheboygan, Wis. **Underwriter**—Blunt Ellis & Simmons, Chicago.

#### Seashore Food Products, Inc.

Aug. 29, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—The manufacturing and processing of assorted food products. **Office**—13480 Cairo Lane, Opa Locka, Fla. **Underwriters**—Terrio & Co., and Shane & Co., Washington, D. C. **Offering**—Expected in January.

#### Sea-wide Electronics, Inc.

Sept. 26, 1961 filed 200,000 common. **Price**—\$4. **Business**—Importing of goods from Japan. **Proceeds**—For debt repayment. **Office**—Stokely St., and Roberts Ave., Philadelphia, Pa. **Underwriter**—Amos Treat & Co., N. Y. **Offering**—Expected in late January.

#### Security Acceptance Corp.

March 7, 1961 filed 100,000 shares of class A common stock and \$400,000 of 7½% 10-year debenture bonds, to be offered in units consisting of \$100 of debentures and 25 shares of stock. **Price**—\$200 per unit. **Business**—The purchase of conditional sales contracts on home appliances. **Proceeds**—For working capital and expansion. **Office**—724 9th St., N. W., Washington, D. C. **Underwriter**—None.

#### Seg Electronics Co., Inc.

Sept. 28, 1961 filed 110,000 common. **Price**—By amendment. **Business**—Design and manufacture of networks for data and program transmission, filters, transceivers and related electronic equipment. **Proceeds**—For equipment, research and development, repayment of loans and working capital. **Office**—12 Hinsdale St., Brooklyn. **Underwriter**—Searight, Ahalt & O'Connor, Inc., N. Y.

#### Sel-Rex Corp. (1/2-5)

Sept. 27, 1961 filed 200,000 common, of which 33,000 will be sold by the company and 167,000 by a stockholder. **Price**—By amendment. **Business**—Production of gold compounds and chemicals for electroplating. **Office**—Nutley, N. J. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y.

#### Se'ective Financial Corp.

Dec. 8, 1961 filed 500,000 common. **Price**—\$6. **Business**—Engaged in real estate mortgage field, and the financing of intangibles and chattels. **Proceeds**—For general corporate purposes. **Office**—830 N. Central Ave., Phoenix. **Underwriter**—None.

#### Sell 'N Serv Dispensers, Inc.

Oct. 17, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of dispensers for hot and cold beverages. **Proceeds**—For debt repayment and general corporate purposes. **Office**—20 Simmons St., Boston. **Underwriter**—Goldsmith, Heiken & Co., Inc., Brooklyn, N. Y. **Offering**—Imminent.

#### Semicon, Inc.

June 30, 1961 filed 125,000 class A common shares. **Price**—By amendment. **Business**—The manufacture of semiconductor devices for military, industrial and commercial use. **Proceeds**—For equipment, plant expansion and new products. **Address**—Sweetwater Avenue, Bedford, Mass. **Underwriter**—S. D. Fuller & Co., New York (managing). **Offering**—Expected sometime in January.

#### Servonuclear Corp. (12/27)

Sept. 12, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Manufacture of medical electronic products. **Proceeds**—For plant relocation, equipment, inventory, new products, debt repayment and working capital. **Office**—28-21 Astoria Blvd., Astoria, L. I., N. Y. **Underwriter**—Rothenberg, Heller & Co., Inc., N. Y.

#### Servotron Corp.

Sept. 25, 1961 filed 100,000 common. **Price**—\$5. **Business**—Sale of automatic film processing machines and other electronic products. **Proceeds**—Purchase of equipment and inventory, sales promotion, research and development, and working capital. **Office**—29503 West Nine Mile Rd., Farmington, Mich. **Underwriter**—None.

#### Shaer Shoe Corp.

Sept. 18, 1961 filed 225,000 common. **Price**—By amendment. **Business**—The manufacture and sale of women's shoes. **Proceeds**—For the selling stockholders. **Office**—Canal and Dow St., Manchester, N. H. **Underwriter**—Dean Witter & Co., San Francisco. **Offering**—Imminent.

#### Shamrock Oil and Gas Corp.

Dec. 13, 1961 filed \$10,000,000 of sinking fund debentures due Jan. 1, 1987. **Price**—By amendment. **Business**—Production of natural gas, natural gasoline and petroleum. **Proceeds**—For prepayment of loans and working capital. **Office**—First National Bank Bldg., Amarillo, Tex. **Underwriter**—First Boston Corp., N. Y.

#### Shasta Minerals & Chemical Co.

April 24, 1961 filed 500,000 shares of common stock. **Price**—\$2.50 per share. **Business**—Acquisition, development, and exploration of mining properties. **Proceeds**—For general corporate purposes. **Office**—1406 Walker Bank Bldg., Salt Lake City, Utah. **Underwriter**—None. **Note**—The SEC has ordered "stop order" proceedings challenging the accuracy and adequacy of this registration statement.

#### Shatterproof Glass Corp. (12/27-29)

Oct. 27, 1961 filed 215,000 common. **Price**—By amendment. **Business**—Manufactures and distributes laminated safety glass. **Proceeds**—For selling stockholders. **Office**—4815 Cabot Ave., Detroit. **Underwriter**—Shields & Co., N. Y.

#### Shenk Industries, Inc.

Nov. 28, 1961 filed 150,000 common, of which 135,000 shares are to be offered by the company and 15,000 by a stockholder. **Price**—\$6. **Business**—Manufacturer of rebuilt automobile parts. **Proceeds**—For debt repayment and working capital. **Office**—2101 S. High St., Columbus, Ohio. **Underwriters**—Rodetsky, Walker & Co., Inc., N. Y. and Boenning & Co., Philadelphia.

#### Sheraton Corp. of America

Oct. 30, 1961 filed \$8,000,000 of 7½% capital income sinking fund debentures due 1989. **Price**—By amendment. **Business**—Operates hotels and other real estate properties. **Proceeds**—For general corporate purposes. **Office**—470 Atlantic Ave., Boston. **Underwriters**—Paine, Webber, Jackson & Curtis, Boston and S. D. Lunt & Co., Buffalo, N. Y. **Offering**—Expected some time in Jan.

#### Siconor Mines Ltd.

Sept. 18, 1961 filed 250,000 common. **Price**—By amendment. **Business**—The exploratory search for silver in northern Ontario. **Proceeds**—For general corporate purposes. **Office**—62 Richmond St., West, Toronto, Canada. **Underwriter**—None.

#### Sierra Capital Corp. (12/18-22)

Sept. 5, 1961 filed 1,000,000 capital shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—105 Montgomery St., San Francisco. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y.

#### Silo Discount Centers, Inc.

Nov. 15, 1961 filed 165,000 common. **Price**—By amendment. **Business**—Operation of retail discount stores. **Proceeds**—For general corporate purposes. **Office**—2514 N. Broad St., Philadelphia, Pa. **Underwriters**—Boenning & Co., Philadelphia, and Rodetsky, Walker & Co., Inc., N. Y.

#### Sokol Brothers Furniture Co., Inc.

Sept. 28, 1961 filed 240,000 common. **Price**—\$2.50. **Business**—The installment retailing of furniture, appliances and other household goods. **Proceeds**—For expansion and modernization of buildings, repayment of debt and working capital. **Office**—253 Columbia St., Brooklyn, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J. **Offering**—In late January.

#### Sonic Development Corp. of America

Oct. 27, 1961 filed 56,000 common, of which 30,000 are to be offered by the company and 26,000 by stockholders. **Price**—\$5. **Business**—Design, development and manufacture of devices using sound or fluids as a source of energy. **Proceeds**—For general corporate purposes. **Office**—260 Hawthorne Ave., Yonkers, N. Y. **Underwriter**—Meadowbrook Securities Inc., Hempstead, N. Y.

#### Sonic Systems, Inc. (1/8-12)

Oct. 30, 1961 ("Reg. A") 75,000 common. **Price**—\$2. **Business**—Manufacture of ultrasonic cleaning equipment, systems and transducers. **Proceeds**—For expansion and working capital. **Office**—1250 Shames Dr., Westbury, N. Y. **Underwriter**—Keene & Co., Inc., N. Y.

#### Southbridge Plastic Products Inc. (12/18-22)

Sept. 28, 1961 filed 205,710 class A shares. **Price**—By amendment. **Business**—Manufacture of vinyl sheetings. **Proceeds**—For equipment and working capital. **Office**—241 Church St., N. Y. **Underwriters**—H. Hentz & Co. and Allen & Co., N. Y.

#### Southeastern Towing & Transportation Co., Inc.

Nov. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Construction and operation of towing boats. **Proceeds**—For debt repayment, conversion of a boat, and working capital. **Office**—3300 N. W. North River Drive, Miami, Fla. **Underwriter**—Irwin Karp & Co., Inc., 68 William St., N. Y.

#### Southern California Edison Co.

Dec. 11, 1961 filed 1,500,000 common. **Price**—By amendment. **Proceeds**—For debt repayment and redemption of outstanding 4.88% preferred. **Office**—601 W. Fifth St., Los Angeles. **Underwriters**—First Boston Corp., N. Y. and Dean Witter & Co., San Francisco. **Offering**—Expected in early January.

#### Southern California Plastic Co.

Nov. 16, 1961 ("Reg. A") 85,714 common. **Price**—\$3.50. **Business**—Manufacturer of plastic products. **Proceeds**—For debt repayment, equipment and working capital. **Office**—1805 Flower St., Glendale, Calif. **Underwriter**—Sutro & Co., San Francisco.

#### Southern Frontier Finance Co.

Sept. 22, 1961 filed \$1,000,000 of sinking fund subordinated debentures due 1976 with warrants to purchase 200,000 shares of common stock, to be offered in units consisting of \$100 of debentures with a warrant to purchase 20 common shares. **Price**—By amendment. **Business**—Repurchase of mortgage notes, contracts, leases, etc. **Proceeds**—Repayment to debt, investments and other corporate purposes. **Office**—615 Hillsboro St., Raleigh, N. C. **Underwriter**—J. C. Wheat & Co., Richmond, Va.

#### Southern Growth Industries, Inc. (12/18-22)

June 28, 1961 filed 100,000 common shares. **Price**—\$6. **Business**—A small business investment company. **Pro-**

**ceeds**—For investment. **Office**—Poinsett Hotel Building, Greenville, S. C. **Underwriter**—Capital Securities Corp., Greenville, S. C.

#### Southern Realty & Utilities Corp. (1/2-5)

May 26, 1961 filed \$4,140,000 of 6% convertible debentures due 1976, with warrants to purchase 41,000 common shares, to be offered for public sale in units of \$500 of debentures and warrants for five common shares. **Price**—At 100% of principal amount. **Business**—The development of unimproved land in Florida. **Proceeds**—For the repayment of debt, the development of property, working capital and other corporate purposes. **Office**—1674 Meridian Avenue, Miami Beach, Fla. **Underwriters**—Hirsch & Co., and Lee Higginson Corp., both of New York City (managing).

#### Southern Syndicate, Inc.

Sept. 13, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Real estate investment. **Proceeds**—For repayment of loans and working capital. **Office**—2501 Bank of Georgia Bldg., Atlanta. **Underwriter**—Johnson, Lane, Space Corp., Savannah.

#### Southwest Recreation Associates, Inc.

Nov. 29, 1961 ("Reg. A") \$150,000 6% convertible subordinated sinking fund debentures due 1973; and 30,000 common shares. **Price**—For the debentures: \$500. For the stocks: \$5. **Business**—Operation of bowling alleys. **Proceeds**—For debt repayment and working capital. **Office**—2711 N. 24th St., Phoenix. **Underwriter**—A. G. Edwards & Sons, St. Louis.

#### Southwest Factories, Inc.

Oct. 10, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$3. **Proceeds**—For debt repayment, equipment, research and development and general corporate purposes. **Office**—1432 W. Main St., Oklahoma City, Okla. **Underwriter**—Best & Garey Co., Inc., Washington, D. C. **Offering**—Expected sometime in January.

#### Space Age Materials Corp. (SAMCO)

(12/18-22)  
Sept. 19, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—The manufacture of high temperature materials for the space, nuclear and missile fields, and components used in the communications field. **Proceeds**—For equipment, research and development, and working capital. **Office**—31-26 Greenpoint Avenue, Long Island City, N. Y. **Underwriter**—Manufacturers Securities Corp., 511 5th Ave., N. Y.

#### Space Financial Corp.

Nov. 24, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—A small business investment company. **Proceeds**—For working capital. **Office**—113 W. 2nd St., Casa Grande, Ariz. **Underwriters**—Preferred Securities, Inc., and Brown & Co. Investment Securities, Phoenix.

#### Spandex Corp.

Oct. 25, 1961 ("Reg. A") 90,000 common. **Price**—\$3. **Business**—Manufacture of a synthetic elastic yarn and other synthetic fibres. **Proceeds**—For general corporate purposes. **Office**—186 Grand St., N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y. **Offering**—In January.

#### Spears (L. B.), Inc.

Oct. 30, 1961 filed 65,000 common. **Price**—\$5. **Business**—Operation of retail furniture stores. **Proceeds**—For working capital. **Office**—2212 Third Ave., N. Y. **Underwriter**—Arnold Malkan & Co., Inc., N. Y. **Offering**—In January.

#### Sperti Products, Inc.

Nov. 29, 1961 filed 230,000 of which 200,000 are to be offered by the company and 30,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of drug and food products, electrical and electronic devices and precision machinery. **Proceeds**—For the purchase of certain patents, repayment of debt, and working capital. **Office**—730 Grand St., Hoboken, N. J. **Underwriter**—Blair & Co., N. Y. **Offering**—Expected in late February.

#### Sportsmen, Inc. (1/8-12)

Nov. 29, 1961 filed \$100,000 of 6% subordinated convertible debentures due 1977 and 50,000 common to be offered in units, each consisting of \$20 of debentures and 10 shares. **Price**—\$60 per unit. **Business**—Design and manufacture of fishing and archery equipment and fiber glass household items. **Proceeds**—For general corporate purpose. **Office**—131 Saw Mill River Rd., Yonkers, N. Y. **Underwriter**—William, David & Mottl, Inc., N. Y.

#### Standard Industries, Inc.

Oct. 13, 1961 filed 210,000 common, of which 183,000 are to be offered by the company and 27,000 by a stockholder. **Price**—By amendment. **Business**—Production of crushed limestone, gravel, and ready-mix concrete and construction of highways, etc. **Proceeds**—General corporate purposes. **Office**—731 Mayo Bldg., Tulsa, Okla. **Underwriter**—Allen & Co., N. Y. **Offering**—In Jan.

#### Standard & Poor's Corp.

Nov. 13, 1961 filed 261,896 common. **Price**—By amendment. **Business**—Publishers of financial information. **Proceeds**—For selling stockholders. **Office**—345 Hudson St., N. Y. **Underwriter**—Smith, Barney & Co., N. Y. **Offering**—Expected in late January.

#### Stanley Industries Corp.

Oct. 26, 1961 filed 80,000 common. **Price**—\$4. **Business**—Design, manufacture and sale of heavy-duty stainless steel equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—454 Livonia Ave., Brooklyn, N. Y. **Underwriter**—Edwards & Hanly, Hempstead, N. Y.

#### Star Home and Shelter Corp.

June 28, 1961 filed 133,000 common and 133,000 warrants to be offered in units, each unit consisting of one common share and one warrant. **Price**—\$3 per unit. **Business**—The construction and sale of shell homes. **Proceeds**

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—For repayment of loans, advances to a subsidiary, establishment of branch sales offices and working capital. **Office**—336 S. Salisbury Street, Raleigh, N. C. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. (mgr.). **Note**—This firm formerly was known as Star Homes, Inc. **Offering**—In late January.

**Starmatic Industries, Inc.**  
Nov. 3, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Manufacture of boxes, brochures, packaging materials and packaging machines. **Proceeds**—For debt repayment and general corporate purposes. **Office**—252 W. 30th St., N. Y. **Underwriter**—N. A. Hart & Co., Bayside, N. Y. **Offering**—In February.

**Steel Plant Equipment Corp.**  
Oct. 2, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Proceeds**—For equipment and working capital. **Address**—Norristown, Pa. **Underwriter**—Joseph W. Hurley & Co., Norristown, Pa. **Offering**—In early January.

**Sterling Extruder Corp. (12/26-29)**  
Sept. 12, 1961 filed 90,000 common, of which 20,000 are to be offered by the company and 70,000 by the stockholders. **Price**—\$10. **Business**—The manufacture of plastic extrusion machinery and auxiliary equipment. **Proceeds**—For working capital. **Office**—1537 W. Elizabeth Ave., Linden, N. J. **Underwriter**—Marion, Sloss & Co., N. Y.

**Stokely-Van Camp, Inc.**  
Nov. 29, 1961 filed \$15,000,000 of convertible subordinated debentures due 1982 to be offered by the company, and 100,000 common shares by a stockholder. **Price**—By amendment. **Business**—Processing and distributing of various canned and frozen food products. **Proceeds**—For debt repayment and working capital. **Office**—941 N. Meridian St., Indianapolis. **Underwriter**—Reynolds & Co., Inc., N. Y.

**Struthers Scientific & International Corp. (1/2-5)**  
Oct. 23, 1961 filed 150,000 class A common. **Price**—By amendment. **Business**—Company was recently formed by Struthers Wells Corp., to take over latter's recent developments in saline water conversion and certain manufacturing, international engineering and sales activities. **Proceeds**—For general corporate purpose. **Office**—111 W. 50th St., N. Y. **Underwriter**—Hirsch & Co., Inc., N. Y.

**Sun City Dairy Products, Inc.**  
Oct. 27, 1961 filed 120,000 common. **Price**—\$5. **Business**—Distribution of eggs and dairy products in Florida and other southeastern states. **Proceeds**—General corporate purposes. **Office**—3601 N. W. 50th St., Miami, Fla. **Underwriter**—Seymour Blauner Co., N. Y.

**Sunset Industries, Inc.**  
Nov. 24, 1961 ("Reg. A") 75,000 common. **Price**—\$3.75. **Business**—Wholesale and retail sale of builders' supplies. **Proceeds**—For general corporate purposes. **Office**—1029 Sunset Blvd., Los Angeles. **Underwriter**—Costello, Rusotto & Co., Los Angeles.

**Super Valu Stores, Inc. (12/19-20)**  
Oct. 11, 1961 filed 115,000 common. **Price**—By amendment. **Business**—Distributes food and related products to franchised retail stores. **Proceeds**—Debt repayment, inventories, expansion and other corporate purposes. **Office**—101 Jefferson Ave., Hopkins, Minn. **Underwriters**—White, Weld & Co., Inc., N. Y. and J. M. Dain & Co., Inc., Minneapolis.

**Susan Crane Packaging, Inc. (12/18-22)**  
Aug. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The manufacture of gift wrap, packaging materials and greeting cards. **Proceeds**—For repayment of loans, expansion, working capital and general corporate purposes. **Office**—8107 Chancellor Row, Dallas. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. C.

**Swift Homes, Inc. (12/21)**  
Sept. 15, 1961 filed 240,000 common, of which 80,000 will be sold by the company and 160,000 by stockholders. **Price**—By amendment. **Business**—The manufacture, sale and financing of factory-built homes. **Proceeds**—To expand credit sales and open new sales offices. **Address**—1 Chicago Ave., Elizabeth, Pa. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y.

**Talcott (James) Inc. (12/18-22)**  
Nov. 17, 1961 filed 57,396 common. **Price**—By amendment. **Business**—Commercial financing and accounts receivable factoring. **Proceeds**—For selling stockholders. **Office**—225 Park Ave., South, N. Y. **Underwriters**—F. Eberstadt & Co., and White, Weld & Co., N. Y.

**Technibilt Corp.**  
Nov. 28, 1961 filed 150,000 common. **Price**—\$4. **Business**—Manufacture of shopping carts and related products. **Proceeds**—For debt repayment, equipment and working capital. **Office**—905 Air Way, Glendale, Calif. **Underwriter**—Frank Karasik & Co., N. Y.

**Technical Animations, Inc.**  
Nov. 30, 1961 filed \$211,400 of 7% conv. subord. debentures due 1972 (with warrants) to be offered for subscription by holders of class A and class B common at the rate of \$100 of debentures for each 280 shares held. **Price**—\$100 per unit (\$100 of debentures and one warrant to purchase 14 class A shares). **Business**—Design and manufacture of animated transparencies and other technical training aids and displays. **Proceeds**—For debt repayment, expansion, research, and working capital. **Office**—11 Sintsink Dr., East Port Washington, N. Y. **Underwriters**—Bull & Low; John R. Maher Associates; and R. Topik & Co., Inc., N. Y.

**Tec-Torch Co., Inc.**  
Nov. 28, 1961 filed 100,000 common. **Price**—\$3.25. **Business**—Design and manufacture, of inert gas welding equipment. **Proceeds**—For debt repayment, expansion

and working capital. **Office**—153 Union Ave., East Rutherford, N. J. **Underwriter**—Scott, Harvey & Co., Inc., Fairlawn, N. J. **Offering**—Expected in late January.

**Tel-A-Sign, Inc.**  
Oct. 30, 1961 filed \$900,000 of convertible subordinated debentures due 1974 and 180,000 common to be offered in units consisting of \$100 of debentures and 20 common. **Price**—By amendment. **Business**—Manufactures illuminated and non-illuminated signs and other advertising material. **Proceeds**—For debt repayment and working capital. **Office**—3401 W. 47th St., Chicago. **Underwriter**—Clayton Securities Corp., Boston.

**Tele-Communications Corp. (12/18-22)**  
Sept. 29, 1961 ("Reg. A") 100,000 class A common. **Price**—\$3. **Proceeds**—For debt repayment, advertising, research and development, plant improvement and working capital. **Office**—41 E. 42nd St., N. Y. **Underwriter**—Edward Lewis Co., Inc., N. Y.

**Texas Electro-Dynamic Capital, Inc.**  
Oct. 16, 1961 filed 250,000 common. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—General corporate purposes. **Office**—1947 W. Gray Ave., Houston. **Underwriter**—Moroney, Beissner & Co., Inc., Houston.

**Texas Power & Light Co. (1/23)**  
Dec. 13, 1961 filed \$10,000,000 of sinking fund debentures due 1987. **Proceeds**—For debt repayment and construction. **Office**—1511 Bryan St., Dallas. **Underwriters**—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; Kuhn, Loeb & Co.-Blyth & Co., Inc.-Kidder, Peabody & Co.-Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Lehman Brothers; White, Weld & Co.; First Boston Corp.; Eastman Dillon, Union Securities & Co.-Salomon Brothers & Hutzler (jointly). **Bids**—Expected Jan. 23, 1962 at 11:30 a.m.

**Texas Tennessee Industries, Inc.**  
Oct. 26, 1961 filed 175,000 common, of which 150,000 shares are to be offered by the company and 25,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of water coolers, water cans and portable hot beverage dispensers. **Proceeds**—For debt repayment and general corporate purposes. **Office**—6502 Rusk Ave., Houston. **Underwriter**—S. D. Fuller & Co., N. Y. **Offering**—Expected sometime in late January.

**Thermionex Industries Corp. (12/19-22)**  
July 27, 1961 ("Reg. A") 150,000 common shares (par 10 cents). **Price**—\$2. **Business**—The manufacture of a flexible heating tape. **Proceeds**—For construction of a machine, research and development, sales engineering and working capital. **Office**—500 Edgewood Avenue, Trenton, N. J. **Underwriter**—D. L. Capas Co., New York.

**Tidewater Lumber Co.**  
Oct. 23, 1961 filed 200,000 common. **Price**—\$5. **Business**—Wholesale lumber company. **Proceeds**—For debt repayment and working capital. **Office**—1600 Hillside Ave., New Hyde Park, N. Y. **Underwriter**—Rubin, Renert & Co., Inc., N. Y.

**Tip Top Products Co.**  
Oct. 23, 1961 filed 121,778 class A and 130,222 class B common. **Price**—By amendment. **Business**—Design and manufacture of hair care items. **Proceeds**—For the selling stockholder. **Office**—16th and Cuming Sts., Omaha. **Underwriters**—White, Weld & Co., Inc., N. Y., and First Nebraska Securities Corp., Lincoln. **Offering**—Imminent.

**Tokyo Shibaura Electric Co., Ltd. ("Toshiba")**  
Dec. 5, 1961 filed 30,000,000 common to be offered for public sale in the U. S., in the form of 600,000 American Depositary Shares, each representing 50 common shares of the company. **Price**—By amendment. **Business**—Manufactures a broad line of electrical and electronic equipment including home appliances, radio and TV, heavy duty equipment, tubes and semi-conductors. **Proceeds**—For the account of a subsidiary. **Office**—Tokyo, Japan. **Underwriters**—Smith, Barney & Co., and the Nomura Securities Co. Ltd., N. Y. **Offering**—Expected in February.

**Tokyo Shibaura Electric Co., Ltd. ("Toshiba")**  
Dec. 8, 1961 filed 50,000,000 common shares to be offered to stockholders on the basis of one new share for each two held of record Dec. 30. **Price**—\$0.125. **Business**—Manufactures a broad line of electrical and electronic equipment. **Proceeds**—For expansion. **Office**—Tokyo, Japan. **Underwriters**—None.

**Tork Time Controls, Inc.**  
Dec. 12, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Design and manufacture of time controlled switches. **Proceeds**—For debt repayment, expansion, and working capital. **Office**—1 Grove St., Mount Vernon, N. Y. **Underwriters**—Godfrey, Hamilton, Taylor & Co., and Magnus & Co., N. Y.

**Trans-Alaska Telephone Co.**  
Nov. 29, 1961 filed 265,000 common, of which 250,000 are to be offered by the company and 15,000 by a stockholder. **Price**—\$6. **Proceeds**—For construction, and acquisition, repayment of debt, and other corporate purposes. **Office**—110 E. 6th Ave., Anchorage, Alaska. **Underwriter**—Milton D. Blauner & Co., Inc., N. Y.

**Transdata, Inc.**  
Nov. 29, 1961 filed 100,000 common. **Price**—\$5. **Business**—Research and development in the data and image processing and transmission field. **Proceeds**—For debt repayment and other corporate purposes. **Office**—1000 N. Johnson Ave., El Cajon, Calif. **Underwriter**—N. C. Roberts & Co., Inc., San Diego.

**Trans-Pacific Research & Capital, Inc.**  
Nov. 27, 1961 filed 47,000 common. **Price**—By amendment. **Business**—Manufacture of high pressure valves and accessories. **Proceeds**—For expansion; working capital, and possible acquisitions. **Office**—Pacific National Bank Bldg., Bellevue, Wash. **Underwriter**—Hill, Darlington & Grimm, N. Y. **Offering**—In February.

**Tri-Point Industries, Inc. (1/10)**

Sept. 28, 1961 filed 160,000 common, of which 80,000 are to be offered by the company and 80,000 shares by stockholders. **Price**—By amendment. **Business**—Manufacture of precision, plastic components. **Proceeds**—For repayment of loans, advertising, equipment and working capital. **Office**—175 I. U. Willets Rd., Albertson, L. I., N. Y. **Underwriter**—Hill, Darlington & Grimm, N. Y.

**Trio-Tech, Inc. (12/18-19)**

Oct. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Manufacture of Electronic Parts and Equipment. **Proceeds**—For debt repayment, machinery, new products, leasehold improvements and working capital. **Office**—3410 W. Cohasset St., Burbank, Calif. **Underwriter**—Ezra Kureen Co., N. Y.

**Tripoli Co., Inc. (1/8-12)**

Oct. 20, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of a wide variety of cosmetics. **Proceeds**—For equipment, inventory and working capital. **Office**—1215 Walnut St., Philadelphia. **Underwriter**—D. L. Greenbaum & Co., Philadelphia.

**Triton Electronics, Inc.**

Sept. 26, 1961 filed 108,000 common, of which 76,500 will be offered by the company and 31,500 by stockholders. **Price**—\$4.50. **Business**—Manufacture of magnetic recording tape and metallic yarns. **Proceeds**—For research and development, advertising, and working capital. **Office**—62-05 30th Ave., Woodside, N. Y. **Underwriter**—Netherlands Securities Co., Inc., and Seymour Blauner & Co., N. Y.

**Tropical Gas Co., Inc.**

Sept. 8, 1961 filed 135,217 common being offered for subscription by stockholders on the basis of one share for each six common held of record Oct. 13 with rights to expire Dec. 15. **Price**—\$20.625. **Proceeds**—For the repayment of debt, and working capital. **Office**—2151 Le Jeune Rd., Coral Gables, Fla. **Underwriter**—Glore, Forgan & Co., N. Y. (mgr.).

**Turbodyne Corp.**

May 10, 1961 filed 127,500 shares of common stock. **Price**—\$5 per share. **Business**—The research, development, manufacturing and marketing of space and rocket engines, and related activities. **Proceeds**—For research and development, and working capital. **Office**—1346 Connecticut Ave., N. W., Washington, D. C. **Underwriter**—Sandkuhl & Co., Inc., Newark, N. J., and N. Y. C. **Offering**—Expected sometime in January.

**Turner Engineering & Automation Corp. (12/26-29)**

Sept. 27, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Manufactures electronic devices and components. **Office**—209 Glenside Ave., Wyncote, Pa. **Underwriter**—Valley Forge Securities Co., Inc., Phila.

**Twentieth Century Capital Corp.**

Nov. 24, 1961 filed 250,000 common. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—134 S. La Salle St., Chicago. **Underwriter**—Bacon, Whipple & Co., Chicago.

**Tyson Metal Products, Inc.**

Oct. 26, 1961 filed 70,000 common, of which 21,000 shares are to be offered by the company and 49,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of food and beverage service equipment. **Proceeds**—For working capital. **Office**—6815 Hamilton Ave., Pittsburgh. **Underwriter**—Arthurs, Lestrangle & Co., Pittsburgh. **Offering**—Expected in early January.

**Ultra Dynamics Corp. (12/18-22)**

Nov. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of air and liquid equipment and systems. **Proceeds**—For general corporate purposes. **Office**—370 Gerard Ave., Bronx, N. Y. **Underwriter**—Glanis & Co., Inc., N. Y.

**Ultra Plastics Inc.**

Sept. 19, 1961 filed 150,000 class A common. **Price**—\$4. **Business**—The manufacture of outdoor plastic signs and urethane foam. **Proceeds**—For equipment, repayment of debt, inventory, additional personnel, advertising and working capital. **Office**—Amos Treat & Co., N. Y. **Offering**—In late January.

**Union Title Co. (12/18-22)**

Aug. 28, 1961 filed 150,000 capital shares. **Price**—\$7.50. **Business**—The insuring of real estate titles. **Proceeds**—For working capital and expansion. **Office**—222 N. Central Ave., Phoenix. **Underwriter**—None.

**Union Trust Life Insurance Co. (12/18-22)**

Sept. 25, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Sale of life, and health and accident insurance. **Proceeds**—For investment. **Office**—611 N. Broadway St., Milwaukee. **Underwriters**—None.

**Unison Electronics Corp.**

Nov. 27, 1961 filed 250,000 common. **Price**—\$2.50. **Business**—Manufacture of high-precision instrument components for missile and aircraft guidance systems. **Proceeds**—For general corporate purposes. **Office**—Grand Haven, Mich. **Underwriter**—Strathmore Securities, Inc., Pittsburgh, Pa.

**United Aero Products Corp.**

Sept. 28, 1961 filed \$600,000 of 6% conv. subord. debentures due 1971. **Price**—At par. **Business**—Manufacture of precision machined parts for the aircraft, missile, electronics and nuclear industries. **Proceeds**—Debt repayment, research and development, expansion and working capital. **Office**—Columbus Rd., Burlington, N. J. **Underwriters**—Hess, Grant & Remington, Inc., Philadelphia and Arthurs, Lestrangle & Co., Pittsburgh.

**United Exposition Service Co. (12/20)**

Sept. 22, 1961 filed 100,000 common, of which 40,000 will be offered by the company and 60,000 by stockholders. **Price**—By amendment. **Business**—Supplying of decorat-



ing, drayage, cleaning, and related services for trade shows, conventions, and similar expositions. **Proceeds**—For working capital, the repayment of debt and purchase of equipment. **Office**—Suite 705, Merchandise Mart, Chicago, Ill. **Underwriter**—Drexel & Co., Phila.

• **United Scientific Laboratories, Inc. (12/18-22)**  
Aug. 18, 1961 filed 360,000 common shares. **Price**—\$2. **Business**—The manufacture of high fidelity stereo tuners and amplifiers and amateur radio transceivers. **Proceeds**—For repayment of debt, increase in sales personnel, tooling and production and working capital. **Office**—35-15 37th Ave., Long Island City, N. Y. **Underwriter**—Fred F. Sessler Co., Inc., N. Y.

• **United Servomation Corp.**  
Sept. 22, 1961 filed 355,000 common of which 150,000 shares will be offered by the company and 205,000 shares by stockholders. **Price**—By amendment. **Business**—Sale of food, tobacco products and beverages through automatic vending machines. **Proceeds**—For repayment of debt. **Office**—410 Park Ave., N. Y. **Underwriter**—Hemp-hill, Noyes & Co., N. Y.

• **U. S. Controls, Inc. (12/26-29)**  
Sept. 28, 1961 filed 120,000 common. **Price**—\$2.25. **Business**—The manufacture of automatic control systems. **Proceeds**—For repayment of debt, a sales and advertising program, research and development, equipment and working capital. **Office**—410 Fourth Ave., Brooklyn. **Underwriter**—N. A. Hart & Co., Bayside, N. Y.

• **United States Crown Corp. (12/26-29)**  
Aug. 22, 1961 filed 150,000 common. **Price**—\$8. **Business**—The manufacture of specialized bottle caps. **Proceeds**—For equipment, working capital and general corporate purposes. **Office**—437 Boulevard, East Paterson, N. J. **Underwriter**—Adams & Peck, N. Y. (mgr.)

• **U. S. Electronic Publications, Inc.**  
Sept. 26, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Publishing of military and industrial handbooks. **Proceeds**—Debt repayment, expansion and working capital. **Office**—480 Lexington Ave., N. Y. **Underwriter**—Douglas Enterprises, 8856 18th Ave., Brooklyn.

• **United Packaging Co., Inc.**  
Nov. 29, 1961 filed 102,000 common. **Price**—\$3. **Business**—A general packaging business. **Proceeds**—For new machinery, debt repayment and working capital. **Office**—4511 Wayne Ave., Philadelphia. **Underwriter**—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

• **United Variable Annuities Fund, Inc.**  
April 11, 1961 filed 2,500,000 shares of stock. **Price**—\$10 per share. **Business**—A new mutual fund. **Proceeds**—For investment. **Office**—20 W. 9th Street, Kansas City, Mo. **Underwriter**—Waddell & Reed, Inc., Kansas City, Mo. **Offering**—Expected in early January.

• **Univend Corp. (12/26-29)**  
Sept. 29, 1961 ("Reg. A") 115,000 common. **Price**—\$2.50. **Business**—Operates coin-vending machines for food and drink. **Proceeds**—For expansion and working capital. **Office**—28 O'Brien Place, Brooklyn, N. Y. **Underwriter**—Ezra Kureen Co., N. Y.

• **Universal Electronics Laboratories Corp.**  
Sept. 28, 1961 filed 90,250 common, of which 76,250 will be sold by the company and 14,000 by stockholders. **Price**—By amendment. **Business**—Design, development and production of teaching machines. **Proceeds**—For production expenses, advertising, marketing etc. **Office**—510 Hudson St., Hackensack, N. J. **Underwriters**—To be named.

• **Universal Lighting Products, Inc. (1/15-19)**  
Sept. 21, 1961 filed 175,000 common. **Price**—\$1. **Business**—Manufacturer of lighting fixtures and display and merchandising equipment for use in gasoline service stations. **Proceeds**—Repayment of debt and working capital. **Office**—55 Bergenline Ave., Westwood, N. J. **Underwriter**—Globus, Inc., N. Y. (mgr.)

• **Universal Waterproofing Corp.**  
Nov. 17, 1961 ("Reg. A") 60,000 common. **Price**—\$3. **Business**—Application of water-proofing materials, remedial work to buildings. **Proceeds**—For working capital. **Office**—613 E. 12th St., N. Y. **Underwriter**—Professional & Executive Planning Corp., Long Beach, N. Y., and E. J. Roberts & Co., Ridgewood, N. J.

• **Uropa International, Inc. (1/8-12)**  
Sept. 28, 1961 filed 120,000 common. **Price**—\$2.50. **Business**—Importing of compact appliances and stereophonic radio and phonograph consoles. **Proceeds**—For working capital. **Office**—16 W. 32nd St., N. Y. **Underwriter**—Dean Samitas & Co., N. Y.

• **U-Tell Corp. (12/18-22)**  
Sept. 18, 1961 ("Reg. A") 31,097 common. **Price**—\$5. **Business**—Operation of a discount department store. **Office**—3629 N. Teutonia Ave., Milwaukee, Wis. **Underwriter**—Continental Securities Corp., Milwaukee, Wis.

• **Val-U Homes Corp. of Delaware**  
Aug. 28, 1961 filed 100,000 common. **Price**—\$5. **Business**—The manufacture of prefabricated buildings and shell homes. **Proceeds**—For working capital. **Office**—765 River St., Paterson, N.J. **Underwriter**—Stearns & Co., N.Y.C.

• **Van Der Hout Associates Ltd.**  
Nov. 29, 1961 filed 100,000 common. **Price**—By amendment. **Business**—National distributor of automotive parts in Canada. **Proceeds**—For selling stockholders. **Office**—1480 Lake Shore Rd., Toronto. **Underwriter**—Rosmar Corp., Ltd., Toronto.

• **Valley Gas Production, Inc.**  
Sept. 22, 1961 filed 194,000 common. **Price**—By amendment. **Business**—Acquisition of natural gas and oil producing properties. **Proceeds**—Construction, repayment of debt and investment in subsidiaries. **Office**—583 M & M Bldg., Houston. **Underwriter**—White, Weld & Co., N. Y. **Offering**—Imminent.

#### Valley Metallurgical Processing Co.

Oct. 23, 1961 filed 70,000 common. **Price**—By amendment. **Business**—Production of metal powders for the rocket, munitions and pyrotechnics industries. **Proceeds**—For debt repayment and general corporate purposes. **Office**—Essex, Conn. **Underwriter**—McDonnell & Co. Inc., N. Y.

#### Van-Pak, Inc.

Sept. 15, 1961 filed 140,000 common. **Price**—\$15. **Business**—A nation-wide and overseas non-regulated freight forwarder engaged in the forwarding of household goods. **Proceeds**—To repay debt, purchase metal containers, and increase working capital. **Office**—542 Insurance Exchange Bldg., Des Moines, Iowa. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C. **Offering**—Expected some time in January.

#### Varicraft Industries, Inc. (12/18-22)

Nov. 7, 1961 ("Reg. A") 120,000 common. **Price**—\$2.25. **Business**—Custom design and manufacture of furniture. **Proceeds**—For debt repayment and working capital. **Office**—45th St. and Crescent Blvd., Pennsauken, N. J. **Underwriter**—Mayo & Co., Inc., Philadelphia.

#### Vending International, Inc.

Nov. 30, 1961 ("Reg. A") 70,588 common. **Price**—\$4.25. **Business**—Automatic vending of food, beverages and cigarettes. **Proceeds**—For debt repayment, equipment and foreign expansion. **Office**—436 Fourth Ave., Mansfield, O. **Underwriter**—H. P. Black & Co., Washington, D.C.

#### Vending International, Inc.

July 27, 1961 ("Reg. A") 70,588 common shares (par 10 cents). **Price**—\$4.24. **Proceeds**—For repayment of debt, expansion and a new building. **Office**—c/o Brownfield, Rosen & Malone, 1026-16th St., N. W., Washington, D. C. **Underwriter**—H. P. Black & Co., Inc., Wash., D. C. **Offering**—Imminent.

#### Vendotronics Corp. (12/15)

Sept. 1, 1961 ("Reg. A") 150,000 common. **Price**—\$2. **Business**—The manufacture of automatic popcorn vending machines. **Proceeds**—For repayment of loans, advertising, inventory, working capital and general corporate purposes. **Office**—572 Merrick Rd., Lynbrook, N. Y. **Underwriter**—B. G. Harris & Co., Inc., N. Y.

#### Venus Drug Distributors, Inc.

Oct. 2, 1961 filed 168,000 common, of which 120,000 are to be sold by the company and 48,000 by stockholders. **Price**—\$5. **Business**—Wholesale distribution of cosmetics. **Proceeds**—For new product development, advertising and working capital. **Office**—4206 W. Jefferson Blvd., Los Angeles, Calif. **Underwriter**—Garat & Polonitz, Inc., Los Angeles.

#### Vic Tanny Enterprises, Inc.

May 11, 1961 filed 200,000 shares of class A common to be sold by Mr. Vic Tanny, a stockholder, who will use proceeds to repay debt to company. **Price**—\$6.25. **Business**—The operation of a national chain of gymnasiums and health centers for men and women. **Office**—375 Park Ave., N. Y. **Underwriters**—Globus, Inc., and Ross, Lyon & Co., Inc., N. Y. **Offering**—Imminent.

#### Virginia Dare Stores Corp. (12/18-19)

Oct. 27, 1961 filed 154,000 common, of which 100,000 shares are to be offered by the company and 54,000 shares by stockholders. **Price**—By amendment. **Business**—Operation of stores selling women's, misses and children's apparel. **Proceeds**—For working capital. **Office**—111 Eighth Ave., N. Y. **Underwriter**—Lehman Brothers, N. Y.

#### Vitamin Specialties Co.

Nov. 6, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$3. **Business**—Sale of vitamin products and proprietary drugs. **Proceeds**—For debt repayment and working capital. **Office**—3610-14 N. 15th St., Philadelphia. **Underwriter**—Woodcock, Moyer, Fricke & French, Inc., Philadelphia. **Offering**—Sometime in January.

#### Voldale, Inc. (1/8-12)

Oct. 20, 1961 ("Reg. A") 54,000 common. **Price**—\$4.25. **Business**—Acquisition and development of new patents. **Proceeds**—For debt repayment and working capital. **Office**—35-10 Astoria Blvd., Long Island City, N. Y. **Underwriter**—Peters, Writer & Christensen, Inc., Denver.

#### Volume Distributors, Inc.

Nov. 24, 1961 filed 90,000 common. **Price**—By amendment. **Business**—Operation of a self-service family shoe store chain and shoe departments in discount department stores. **Proceeds**—For debt repayment and other corporate purposes. **Office**—115 W. Crane St., Topeka, Kan. **Underwriter**—Stern Brothers & Co., Kansas City, Mo.

#### Vornado, Inc.

Dec. 7, 1961 filed \$5,500,000 of convertible subordinated debentures due 1982, to be offered to common stockholders at the rate of \$100 of debentures for each 25 shares held. **Price**—By amendment. **Business**—Operates a chain of retail "discount" stores and manufactures electric appliances. **Proceeds**—For expansion. **Office**—174 Passaic St., Garfield, N. J. **Underwriter**—Bache & Co., N. Y.

#### Voron Electronics Corp. (1/2-5)

July 28, 1961 filed 100,000 class A shares. **Price**—\$3. **Business**—The manufacture of electronic test equipment, the sale, installation and servicing of industrial and commercial communications equipment and the furnishing of background music. **Proceeds**—For tooling, production, engineering, inventory and sales promotion of its products and for working capital. **Office**—1230 E. Mermaid Lane, Wyndmoor, Pa. **Underwriters**—John Joshua & Co., Inc., and Reuben Rose & Co., New York.

#### Walston Aviation, Inc.

Oct. 30, 1961 filed 90,000 common, of which 60,000 are to be offered by the company and 30,000 by a stockholder. **Price**—\$6.25. **Business**—Sells Cessna Airplanes and sup-

plies; also repairs and services various type airplanes. **Proceeds**—For expansion and general corporate purposes. **Office**—Civic Memorial Airport, E. Alton, Ill. **Underwriter**—White & Co., Inc., St. Louis.

#### Waterman Steamship Corp.

Aug. 29, 1961 filed 1,743,000 common. **Price**—By amendment. **Business**—The carrying of liner-type cargoes. **Proceeds**—For the purchase of vessels, and working capital. **Office**—71 Saint Joseph St., Mobile, Ala. **Underwriter**—Shields & Co. Inc., N. Y. (mgr.). **Offering**—Expected in February.

#### Weiss Bros. Stores, Inc.

Oct. 27, 1961 filed 140,000 class A shares, of which 25,000 are to be offered by the company and 115,000 by stockholders. **Price**—By amendment. **Business**—Operates 12 women's apparel stores and sells men's and women's apparel in leased departments of other specialty stores. **Proceeds**—For debt repayment. **Office**—1 W. 39th St., N. Y. **Underwriter**—Francis I. duPont & Co., N. Y. **Offering**—Expected sometime in January.

#### Wellco Shoe Corp.

Sept. 28, 1961 filed 125,070 common. **Price**—By amendment. **Business**—The licensing of other firms to manufacture footwear and the manufacture of casual footwear. **Proceeds**—For a selling stockholder. **Address**—Waynesville, N. C. **Underwriter**—C. E. Unterberg, Townbin Co., N. Y. **Offering**—Expected in late January.

#### Wespak Inc. (12/18-22)

Sept. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Thermo-forming of plastic material for packaging of products. **Proceeds**—For research and development, equipment, sales, advertising and working capital. **Office**—475 Alfred Ave., Teaneck, N. J. **Underwriter**—Scott, Harvey & Co., Inc., Fairlawn, N. J.

#### West Coast Bowling Corp.

May 26, 1961 filed 100,000 common. **Price**—\$5. **Business**—The company plans to acquire and operate bowling centers primarily in California. **Proceeds**—For general corporate purposes. **Office**—3300 West Olive Avenue, Burbank, Calif. **Underwriter**—Hill Richards & Co. Inc., Los Angeles (managing).

#### West Coast Telephone Co.

Dec. 11, 1961 filed 110,000 common. **Price**—By amendment. **Proceeds**—For debt repayment and construction. **Office**—1714 California St., Everett, Wash. **Underwriter**—Blyth & Co., Inc., N. Y.

#### West Falls Shopping Center Limited Partnership

Nov. 14, 1961 filed \$444,000 of limited partnership interests to be offered in 444 units. **Price**—\$1,000. **Business**—Development of a shopping center at Falls Church, Va. **Proceeds**—For general corporate purposes. **Office**—1411 K St., N. W., Washington, D. C. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C. **Offering**—In February.

#### Westates Land Development Corp.

Sept. 28, 1961 filed \$1,500,000 of 7% convertible subordinated debentures due 1976 and 300,000 common shares to be offered in units, each consisting of \$100 of debentures and 20 common shares. **Price**—\$200 per unit. **Business**—General real estate. **Proceeds**—For debt repayment and working capital. **Office**—9412 Wilshire Blvd., Beverly Hills, Calif. **Underwriter**—Morris Cohon & Co., N. Y.

#### Western Land Corp.

Oct. 24, 1961 filed 400,000 common. **Price**—\$2.25. **Business**—Acquisition, construction and leasing of shopping centers. **Proceeds**—For general corporate purposes. **Office**—2205 First National Bank Bldg., Minneapolis. **Underwriter**—None.

#### Western Semiconductors, Inc. (1/8-12)

Sept. 20, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$3. **Business**—Manufacture of semi-conductors for commercial and military use. **Office**—605-G Alton St., Santa Ana, Calif. **Underwriter**—Currier & Carlsen, Inc., San Diego, Calif.

#### Western States Real Investment Trust

Nov. 13, 1961 filed 32,000 shares of beneficial interest. **Price**—\$6.25. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—403 Ursula St., Aurora, Colo. **Underwriter**—Westco Corp., Aurora, Colo.

#### Westland Capital Corp.

Sept. 21, 1961 filed 985,500 common. **Price**—\$11. **Business**—A small business investment company. **Proceeds**—For working capital. **Office**—9229 Sunset Blvd., Los Angeles, Calif. **Underwriter**—Bear, Stearns & Co., N. Y. **Offering**—Expected sometime in January.

#### White Electromagnetics, Inc.

Oct. 5, 1961 filed 65,000 common. **Price**—\$3.75. **Business**—Rendering of consulting services pertaining to electronic system analysis. **Proceeds**—For expansion, publication of technical papers, marketing, product development and working capital. **Office**—4903 Auburn Ave., Bethesda, Md. **Underwriter**—Weil & Co., Inc., Washington, D. C.

#### Wiatt (Norman) Co.

Nov. 28, 1961 filed 135,000 common, of which 45,000 shares are to be offered by the company and 90,000 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of ladies' dresses. **Proceeds**—For general corporate purposes. **Office**—124 E. Olympic Blvd., Los Angeles. **Underwriters**—Schwabacher & Co., and J. Barth & Co., San Francisco; and Bear, Stearns & Co., N. Y.

#### Widmann (L. F.), Inc.

Oct. 27, 1961 filed 162,000 common, of which 102,000 are to be offered by the company and 60,000 by stockholders. **Price**—\$3. **Business**—Operates a chain of retail drug stores. **Proceeds**—Expansion, equipment and working capital. **Office**—738 Bellefonte Ave., Lock Haven, Pa. **Underwriter**—Godfrey, Hamilton, Taylor & Co., N. Y.

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**Wiggins Plastics, Inc.**  
Oct. 20, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Custom compression, transfer and injection molding of plastic materials. Proceeds—For debt repayment and general corporate purposes. Office—180 Kingsland Rd., Clifton, N. J. Underwriter—Investment Planning Group, Inc., East Orange, N. J. Offering—Expected in January.

**Winchell Donut House, Inc.**  
Sept. 26, 1961 filed 90,000 common. Price—By amendment. Business—Sale of doughnut mixes to franchised operators of doughnut shops leased from the company. Proceeds—For the selling stockholder. Office—1140 W. Main St., Alhambra, Calif. Underwriter—McDonnell & Co., Inc., N. Y.

**Windsor (Kay), Inc. (12/26-29)**  
Sept. 28, 1961 filed 200,000 class A common. Price—By amendment. Business—Manufacture and sale of women's dresses. Proceeds—For a selling stockholder. Office—Deane St., New Bedford, Mass. Underwriter—Lee Higginson Corp., N. Y.

**Windsor Texprint, Inc.**  
Aug. 25, 1961 filed 265,000 common, of which 250,000 are to be offered by the company and 15,000 by stockholders. Price—\$2. Business—The printing of towels and other textile products. Proceeds—For repayment of loans. Office—2357 S. Michigan Ave., Chicago. Underwriter—D. E. Liederman & Co., Inc., N. Y. Offering—In Feb.

**Wonderbowl, Inc.**  
Feb. 6, 1961 (letter of notification) 150,000 shares of common stock. Price—At par (\$2 per share). Proceeds—To discharge a contract payable, accounts payable, and notes payable and the balance for working capital. Office—7805 Sunset Blvd., Los Angeles, Calif. Underwriter—Standard Securities Corp., Los Angeles, Calif. Offering—Imminent.

**World Scope Publishers, Inc. (1/9-12)**  
July 31, 1961 filed 300,000 common shares. Price—By amendment. Business—The publishing of encyclopedias and other reference books. Proceeds—For repayment of debt, working capital and general corporate purposes. Office—290 Broadway, Lynbrook, N. Y. Underwriter—Standard Securities Corp., N. Y.

**World Toy House, Inc.**  
Nov. 24, 1961 filed 150,000 common. Price—By amendment. Business—A manufacturers' broker specializing in the sale of toys, hobby goods and related items. Proceeds—For general corporate purposes. Office—408 St. Peter St., St. Paul, Minn. Underwriter—Laren Co., N. Y.

**Worldwide Fund Ltd. (12/27-29)**  
Sept. 19, 1961 filed 100,000 common. Price—\$100. Business—The Fund plans to invest primarily in equity securities of foreign issuers. Office—Bank of Bermuda Bldg., Hamilton, Bermuda. Underwriter—Burnham & Co., N. Y.

**World Wide Reinsurance Corp.**  
Sept. 28, 1961 filed 4,800,000 common. Price—\$1. Business—Reinsurance. Proceeds—For capital. Office—214 W. 3rd St., Yankton, S. Dak. Underwriter—Harold R. Bell & Associates, Billings, Mont.

**Writing Toys Corp.**  
Nov. 8, 1961 ("Reg. A") 65,650 common. Price—\$3.25. Business—Design and assembly of toys. Proceeds—For equipment and working capital. Office—354 Griggs-Midway Bldg., St. Paul, Minn. Underwriter—Pewters, Donnelly & Jansen, Inc., St. Paul.

**Wulpa Parking Systems, Inc. (12/22)**  
Oct. 13, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Company plans to manufacture a parking device called the "Wulpa Lift." Proceeds—To open locations and increase working capital. Office—370 Seventh Ave., N. Y. Underwriter—Ehrlich, Irwin & Co., Inc., N. Y.

**Wynlit Pharmaceuticals, Inc.**  
Nov. 27, 1961 filed 150,000 common. Price—By amendment. Business—Manufacture and distribution of ethical drugs and pharmaceuticals. Proceeds—For a new plant, product expansion and working capital. Office—91 Main St., Madison, N. J. Underwriter—Andresen & Co., N. Y.

**Yankee Plastics, Inc.**  
Sept. 8, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufactures plastic hangers and forms. Proceeds—For acquisition of manufacturing facilities and working capital. Office—29 W. 34th St., N. Y. Underwriter—Sunshine Securities Inc., Rego Park, N. Y.

**Youthcraft Creations, Inc.**  
Dec. 6, 1961 filed 130,000 class A shares, of which 20,000 are to be offered by the company and 110,000 by stockholders. Price—By amendment. Business—Design and manufacture of foundation garments for "juniors" and women. Proceeds—To finance increased accounts receivable and for other corporate purposes. Office—21-09 Borden Ave., Long Island City, N. Y. Underwriter—Paine, Webber, Jackson & Curtis, N. Y.

**Zenith Laboratories, Inc.**  
Nov. 22, 1961 filed 120,000 common. Price—\$4.50. Business—Development and manufacture of ethical pharmaceuticals, non-prescription drugs, vitamins, etc. Proceeds—For repayment of debt and working capital. Office—150 S. Dean St., Englewood, N. J. Underwriter—Sulco Securities, Inc., N. Y.

**Zim Israel Navigation Co., Ltd.**  
Oct. 5, 1961 filed 20,000 of 7% participating preferred. Price—\$500. Business—Furnishing of passenger and dry-cargo freight services. Proceeds—For construction and working capital. Office—Haifa, Israel. Underwriter—None.

## ATTENTION UNDERWRITERS!

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## Prospective Offerings

### Baltimore Gas & Electric Co.

Aug. 30, 1961 it was reported that this company plans to issue about \$25,000,000 of first mortgage bonds in the first half of 1962. Office—Lexington and Liberty Streets, Baltimore 3, Md. Underwriters—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; White, Weld & Co., and First Boston Corp. (jointly); Harriman Ripley & Co., Inc., and Alex. Brown & Sons (jointly).

### Bank of America N. T. & S. A.

Nov. 22, 1961 it was reported that stockholders voted to increase authorized stock to provide for sale of 1,600,000 additional shares to stockholders on the basis of one new share for each 16 held of record Nov. 21, with rights to expire Dec. 15. Price—\$59. Office—300 Montgomery St., San Francisco. Underwriters—Dillon, Read & Co. Inc., and Blyth & Co., Inc., N. Y.

### Bebell & Bebell Color Laboratories, Inc.

Nov. 6, 1961 it was reported that a "Reg. A" will be filed shortly covering 75,000 common. Price—\$4. Business—Operates a color photo processing laboratory. Proceeds—For expansion, equipment and other corporate purposes. Office—108 W. 24th St., N. Y. Underwriter—Stevens, Hickey & Co., N. Y.

### Cincinnati Gas & Electric Co.

Feb. 16, 1961 it was stated in the company's 1960 annual report that this utility plans to sell both first mortgage bonds and common stock in 1962 to finance its \$45,000,000 construction program. Office—Fourth & Main Sts., Cincinnati, O. Underwriter—(Bonds) To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc. and Lehman Brothers (jointly); Morgan Stanley & Co. and W. E. Hutton & Co. (jointly); Blyth & Co., Inc., and First Boston Corp. (jointly); Eastman Dillon, Union Securities & Co., and White, Weld & Co. (jointly). The last issue of common stock (81,510 shares) was sold privately to employees in August, 1960.

### Citizens Fidelity Bank & Trust Co.

Dec. 4, 1961 it was reported that stockholders are being offered the right to subscribe to 100,000 additional shares on the basis of one new share for each five held of record Nov. 30, with rights to expire Dec. 20. Price—\$40. Proceeds—To increase capital funds. Office—Louisville, Ky. Underwriters—Blyth & Co., Inc., N. Y., and J. J. B. Hilliard & Son, Louisville.

### Columbus Capital Corp.

Dec. 11, 1961 it was reported that this newly formed Small Business Investment Co., plans to sell \$10 to \$20 million of common stock in the late spring. Office—297 South High St., Columbus, O. Underwriter—To be named.

### Commonwealth Edison Co.

Nov. 17, 1961 it was reported that this company plans to sell \$30,000,000 of first mortgage bonds early in 1962; \$20,000,000 of additional debt securities in 1963 and \$25,000,000 in both 1964 and 1965. No new common or preferred stock financing is contemplated in the four year period. Proceeds—For construction. Office—72 West Adams St., Chicago. Underwriters—Competitive. Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Glorie, Forgan & Co.

### Corporate Funding Corp.

Dec. 12, 1961 it was reported that this company plans to file a "Reg. A" covering 75,000 class A common shares. Price—\$2. Business—A financial investment and holding company. Proceeds—For general corporate purposes. Office—39 Broadway, N. Y. Underwriter—R. F. Dowd & Co. Inc., N. Y.

### Delaware Power & Light Co.

Feb. 7, 1961 it was reported that the company has postponed until early 1962 its plan to issue additional common stock. The offering would be made to common stockholders first on the basis of one share for each 10 shares held. Based on the number of shares outstanding on Sept. 30, 1960, the sale would involve about 418,536 shares valued at about \$14,600,000. Proceeds—For construction. Office—600 Market St., Wilmington, Del. Underwriter—(Competitive) Probable bidders: Carl M. Loeb, Rhoades & Co., N. Y.; W. C. Langley & Co., and Union Securities Co. (jointly); Lehman Brothers; First Boston Corp.; White, Weld & Co., and Shields & Co. (jointly); Kidder, Peabody & Co., and Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly).

### Diversified Vending, Inc.

Sept. 13, 1961 it was reported that a registration statement will be filed shortly covering 100,000 common. Price—\$4. Business—The servicing of vending machines and coin operated kiddie-rides. Proceeds—For equipment, inventory and general corporate purposes. Office—Philadelphia, Pa. Underwriter—T. Michael McDarby & Co., Inc., Washington, D. C.

### Duke Power Co. (2/20/62)

Dec. 6, 1961 it was reported that this company plans to sell \$50,000,000 of 30-year first mortgage bonds in February. Offices—422 So. Church St., Charlotte, N. C., and

30 Rockefeller Plaza, N. Y. Underwriters—(Competitive). Probable bidders: First Boston Corp.; Stone & Webster Securities Corp.; Halsey, Stuart & Co. Inc.; Morgan Stanley & Co. Bids—Expected Feb. 20, 1962 at 11 a.m. (EST).

### El Paso Electric Co. (2/7/62)

Nov. 22, 1961 it was reported that this company plans to sell \$10,500,000 of first mortgage bonds in February. Proceeds—For construction and possible refunding of \$3,500,000 outstanding amount of 5½% bonds due 1989. Office—215 North Stanton St., El Paso, Texas. Underwriters—(Competitive). Probable bidders: Stone & Webster Securities Corp.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co. Inc.—White, Weld & Co.—Shields & Co. (jointly); Equitable Securities Corp.—R. W. Pressprich & Co. (jointly). Bids—Expected Feb. 7, 1962.

### Electro Spectrum Corp.

Sept. 14, 1961 it was reported that this company plans to file a "Reg. A" covering 100,000 common. Price—\$3. Business—Research, development, manufacture and marketing in the fields of optics, electronics, chemistry and photography. Proceeds—For organizational expenses, building lease, machinery, inventory and working capital. Office—300 Gramatan Ave., Mt. Vernon, N. Y. Underwriter—Harry Rovno (same address).

### Elizabethtown Water Co. (2/6/62)

Nov. 28, 1961 it was reported that this company plans to sell \$9,000,000 of debentures in February. Office—22 W. Jersey St., Elizabeth, N. J. Underwriters—(Competitive). Probable bidders: W. C. Langley & Co.—Paine, Webber, Jackson & Curtis (jointly); Salomon Brothers & Hutzler-Eastman Dillon, Union Securities & Co. (jointly); White, Weld & Co.; Halsey, Stuart & Co. Inc. Bids—Expected Feb. 6, 1962.

### First National Bank in Dallas (Tex.)

Dec. 5, 1961 it was reported that stockholders voted to increase authorized stock to provide for a 1-for-7 stock dividend and sale of 200,000 additional shares to stockholders on the basis of one new share for each 13 shares held of record Dec. 5, with rights to expire Dec. 19. Price—\$56. Proceeds—To increase capital funds. Underwriters—Merrill Lynch, Pierce, Fenner & Smith Inc., and Equitable Securities Corp., Nashville.

### Florida Power & Light Co.

Sept. 18, 1961, it was reported that the company may issue \$25,000,000 of bonds in the second half of 1962. Office—25 S. E. 2nd Ave., Miami, Fla. Underwriter—To be determined by competitive bidding. Probable bidders: Merrill Lynch, Pierce, Fenner & Smith Inc. and Kidder, Peabody & Co. (jointly); Halsey, Stuart & Co., Inc.; White, Weld & Co.; First Boston Corp.; Blyth & Co., Inc.

### Gateway Transportation Co., Inc.

Dec. 13, 1961 it was reported that this company plans to file a registration statement covering 200,000 common, of which 50,000 shares will be sold by the company and 150,000 by stockholders. Business—A truck transportation company. Proceeds—To purchase terminal facilities. Office—La Crosse, Wis. Underwriter—Blyth & Co., Inc., N. Y.

### General Public Utilities Corp.

March 14, 1961 it was stated in the company's 1960 annual report that the utility expects to sell additional common stock to stockholders in 1962 through subscription rights on the basis of one share for each 20 shares held. Based on the 22,838,454 common shares outstanding on Dec. 31, 1960, the offering will involve a minimum of 1,141,922 additional shares. Office—67 Broad St., New York 4, N. Y. Underwriter—None.

### Georgia Bonded Fibers, Inc.

Sept. 14, 1960 it was reported that registration of 150,000 shares of common stock is expected. Offices—Newark, N. J., and Buena Vista, Va. Underwriter—Sandkuhl and Company, Newark, N. J., and N. Y. C.

### Government Employees Corp.

Nov. 29, 1961 it was reported that the company plans to offer stockholders the right to subscribe for \$2,675,000 of 4½% convertible capital debentures on the basis of \$100 of debentures for each seven common shares held of record April 6, 1962 with rights to expire April 30. Business—The company and its subsidiary provide automobile and mobile home financing service on a nationwide basis to government employees and officers of the military. Office—Govt. Employees Insurance Bldg., Washington, D. C. Underwriters—Johnston, Lemon & Co., Washington, D. C., and Eastman, Dillon, Union Securities & Co., N. Y.

### House of Koshu, Inc.

Nov. 13, 1961 it was reported that this company plans to file a registration covering 65,000 common. Price—\$5. Business—Importers of Japanese liquors and liqueurs. Proceeds—For expansion. Office—Beverly Hills, Calif. Underwriter—P. J. Gruber & Co., Inc., N. Y.

### Houston Lighting & Power Co.

Oct. 17, 1960 Mr. T. H. Wharton, President, stated that between \$25-\$35 million dollars is expected to be raised publicly sometime in 1962, probably in the form of preferred and debt securities, with the precise timing depending on market conditions. Office—Electric Building, Houston, Texas. Underwriter—Previous financing was handled by Lehman Brothers, Eastman Dillon, Union Securities & Co. and Salomon Brothers & Hutzler.

### Illinois Terminal RR.

Jan. 16, 1961 it was reported that this company plans the sale later this year of about \$8,500,000 of first mortgage bonds. Office—710 North Twelfth Blvd., St. Louis, Mo. Underwriter—Halsey, Stuart & Co. Inc., Chicago.

### Jaap Penraat Associates, Inc.

(and Visual Education, Inc.)  
Dec. 12, 1961 it was reported that a full registration will be filed shortly covering 100,000 common. Price—\$3. Business—Industrial designing and the production of



teaching machines. **Proceeds**—To expand teaching machine subsidiary, and for other corporate purposes. **Office**—315 Central Park West, N. Y. **Underwriter**—R. F. Dowd & Co. Inc., N. Y.

#### John's Bargain Stores Corp.

July 27, 1961 it was reported that this company plans to file a registration statement covering an undisclosed number of common shares. **Business**—The operation of a chain of discount stores selling household goods. **Office**—1200 Zerega Ave., Bronx, N. Y. **Underwriter**—Hayden, Stone & Co., N. Y. **Offering**—Expected in early 1962.

#### Laclede Gas Co.

Nov. 15, 1960 Mr. L. A. Horton, Treasurer, reported that the utility will need to raise \$33,000,000 externally for its 1961-65 construction program, but the current feeling is that it will not be necessary to turn to long-term securities until May 1962. **Office**—1017 Olive St., St. Louis, Mo.

#### Lembro Concrete Products Inc.

Nov. 13, 1961 it was reported that this company plans to file a registration statement covering 100,000 common. **Price**—\$3.50. **Business**—Manufactures pre-cast concrete fallout shelters, enclosures, play sculptures and drainage equipment. **Proceeds**—For expansion. **Office**—Huntington Station, L. I., N. Y. **Underwriter**—Blank-Lieberman & Co., N. Y.

#### Masters Inc.

Jan. 6, 1961 it was reported that this corporation is contemplating its first public financing. **Business**—The operation of a chain of discount houses. **Office**—135-21 38th Avenue, Flushing 54, L. I., N. Y.

#### Mercantile National Bank at Dallas (Tex.)

Nov. 15, 1961 it was reported that stockholders are to vote Jan. 16, 1962 on increasing authorized stock to provide for a 10% stock dividend sale of 100,000 additional shares to stockholders on the basis of one new share for each 15 shares held of record Jan. 16. **Price**—\$36. **Proceeds**—To increase capital funds. **Underwriters**—Rauscher, Pierce & Co., and First Southwest Co., Dallas.

#### Monterey Gas Transmission Co.

April 24, 1961 it was reported that Humble Oil & Refining Co., a subsidiary of Standard Oil Co. of New Jersey, and Lehman Brothers, had formed this new company to transport natural gas from southwest Texas to Alexandria, La., for sale to United Fuel Gas Co., principal supplier to other Columbia Gas System companies. It is expected that the pipeline will be financed in part by public sale of bonds. **Underwriter**—Lehman Brothers, New York City (managing).

#### National Airlines, Inc.

May 8, 1961, it was reported that the CAB had approved the company's plan to sell publicly 400,000 shares of Pan American World Airway's Inc., subject to final approval of the Board and the SEC. The stock was originally obtained under a Sept. 9, 1958 agreement under which the two carriers agreed to a share-for-share exchange of 400,000 shares and the lease of each others jet planes during their respective busiest seasons. The CAB later disapproved this plan and ordered the airlines to divest themselves of the stock. **Price**—About \$20 per share. **Proceeds**—To repay a \$4,500,000 demand loan, and other corporate purposes. **Office**—Miami International Airport, Miami 59, Fla. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

#### Nautec Corp.

Nov. 6, 1961 it was reported that the company plans to sell \$3,000,000 of convertible debentures to be offered on a pro rata basis to common stockholders. **Business**—Manufactures parking meters, truck winches, fiberglass boats, steel towers, etc. **Proceeds**—For debt repayment and working capital. **Office**—350 5th Ave., N. Y. **Underwriter**—Bear, Stearns & Co., N. Y.

#### New England Electric System

Oct. 2, 1961 it was reported that this company plans to sell additional common stock to stockholders through subscription rights, early in 1962. **Office**—441 Stuart St., Boston, Mass. **Underwriters**—To be named. The last rights offering in April 1958 was underwritten by Carl M. Loeb, Rhoades & Co., Ladenburg, Thalmann & Co., and Wertheim & Co., N. Y.

#### New York Telephone Co. (1/9/62)

Oct. 2, 1961 it was reported that this company plans to sell \$60,000,000 of mortgage bonds in January 1962. **Proceeds**—For debt repayment and construction. **Office**—140 West St., N. Y. **Underwriters**—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc., and Morgan Stanley & Co. Bids—Expected Jan. 9, 1962.

#### Oklahoma Gas & Electric Co. (3/1)

Dec. 13, 1961 it was reported that the company plans to offer stockholders the right to subscribe for 328,912 additional common shares on the basis of one new share for each 20 held of record about March 1. **Proceeds**—For construction. **Office**—321 North Harvey St., Okla. City. **Underwriter**—The last rights offering in March, 1956 was underwritten by Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

#### Pacific Gas & Electric Co.

Nov. 10, 1961 it was reported that the company plans to sell some \$98,000,000 of securities, probably bonds, in 1962 to help finance its proposed \$208,000,000 construction program. **Office**—245 Market St., San Francisco. **Underwriters**—(Competitive). Probable bidders: First Boston Corp., Halsey, Stuart & Co. Inc. (jointly); Blyth & Co., Inc.

#### Pan American Beryllium Corp.

Dec. 12, 1961 it was reported that a full filing will be made covering 100,000 common. **Price**—\$3. **Business**—Operation of beryllium mines in Argentina. **Proceeds**—For mining expenses. **Offices**—39 Broadway, N. Y. **Underwriter**—R. F. Dowd & Co. Inc., N. Y.

#### Pan American World Airways, Inc.

Oct. 30, 1961 it was reported that the CAB had approved the company's plan to sell its 400,000 share holdings of National Airlines, Inc. However, it said Pan Am must start selling the stock within one year and complete the sale by July 15, 1964. The stock was originally obtained under a Sept. 9, 1958 agreement under which the two carriers agreed to a share-for-share exchange of 400,000 shares and lease of each other's jet planes during their respective busiest seasons. The CAB later disapproved this plan and ordered the airlines to divest themselves of the stock. **Office**—135 East 42nd St., N. Y. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc.

#### Panhandle Eastern Pipe Line Co.

March 8, 1961 it was reported that this company expects to sell about \$72,000,000 of debentures sometime in 1962, subject to FPC approval of its construction program. **Office**—120 Broadway, New York City. **Underwriters**—Merrill Lynch, Pierce, Fenner & Smith Inc., and Kidder Peabody & Co., both of New York City (managing).

#### Penn Amusement Corp.

Aug. 22, 1961 it was reported that this company plans to file a "Reg. A" shortly covering 100,000 common shares. **Price**—\$3. **Business**—The company furnishes mobile (truck) amusement rides for children. **Proceeds**—To operate a new type truck and set up national distributorships. **Office**—Brooklyn, N. Y. **Underwriter**—J. Laurence & Co., New York City.

#### Penthouse Club, Inc.

June 1, 1961 it was reported that this company plans to issue 60,000 common shares. **Price**—\$5. **Business**—The operation of dining clubs. **Proceeds**—For expansion and working capital. **Office**—15th and Locust St., Philadelphia. **Underwriter**—To be named.

#### Public Service Co. of Colorado

Aug. 22, 1961 it was reported that the previously announced plan to sell about \$20,000,000 of common stock to stockholders through subscription rights had been postponed until about June 1962. **Office**—900 15th St., Denver, Colo. **Underwriter**—To be named. The last equity financing was handled on a negotiated basis by First Boston Corp.

#### Roth Greeting Cards Co.

Oct. 18, 1961 it was reported that this company is planning its first public sale of common stock. **Office**—Glen Dale, Calif. **Underwriter**—R. E. Bernhard & Co., Beverly Hills, Calif.

#### San Diego Gas & Electric Co.

Sept. 12, 1961 it was reported that this company plans to sell about 500,000 common to stockholders in mid-

## Dividend Advertising Notices Appear on Page 16.

1962 to raise some \$17,500,000. **Office**—861 Sixth Ave., San Diego, Calif. **Underwriter**—Blyth & Co., Inc., N. Y.

#### Southern Natural Gas Co.

Oct. 17, 1961 it was reported that the utility is contemplating the sale of \$35,000,000 of 20-year first mortgage bonds early in 1962. **Proceeds**—To retire bank loans. **Office**—Watts Bldg., Birmingham, Ala. **Underwriter**—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Blyth & Co. and Kidder, Peabody & Co. (jointly).

#### Southwestern Public Service Co.

July 19, 1961, Herbert L. Nichols, Chairman, stated that the company plans to issue about \$13,000,000 of common stock in March 1962. The shares will be offered for subscription by common stockholders on the basis of one new share for each 20 shares held. **Proceeds**—For construction. **Office**—720 Mercantile Dallas Bldg., Dallas 1, Texas. **Underwriter**—To be named. The last rights offering to stockholders in January 1957 was underwritten by Dillon, Read & Co., New York City.

#### Subway Bowling & Recreation Enterprises, Inc.

Aug. 22, 1961 it was reported that this company plans to sell about \$1,200,000 of common stock. **Business**—The company has an exclusive franchise from the City of New York to build bowling and recreation centers in the subways. **Proceeds**—To build the first three centers. **Office**—New York City. **Underwriter**—Rodetsky, Walker & Co., Inc., Jersey City.

#### Teeco Automated Systems, Inc.

Aug. 9, 1961 it was reported that a "Reg. A" will be filed shortly covering 75,000 common shares. **Price**—\$3. **Business**—The custom, design, manufacture and installation of automated material handling systems for large wholesale and retail establishments and industry. **Proceeds**—For expansion. **Office**—42-14 Greenpoint Ave., Long Island City, N. Y. **Underwriters**—To be named.

#### Virginia Electric & Power Co.

Oct. 2, 1961 it was reported that this company plans to sell \$30,000,000 to \$40,000,000 of securities in mid-1962 but no decision has been made yet as to type. **Office**—Richmond 9, Va. **Underwriters**—To be named. The last sale of bonds in June 1961 was handled by Halsey, Stuart & Co., Inc. and associates.

#### West Penn Power Co. (3/5)

Feb. 10, 1961, J. Lee Rice, Jr., President of Allegheny Power System, Inc., parent company, stated that West Penn expects to sell about \$25,000,000 of bonds in 1962. **Office**—800 Cabin Hill Drive, Hempfield Township, Westmoreland County, Pa. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; W. C. Langley & Co.; Lehman Brothers; Eastman Dillon, Union Securities & Co., and First Boston Corp. (jointly); Harriman Ripley & Co.; Kidder, Peabody & Co. and White, Weld & Co. (jointly). Bids—Expected March 5, 1962.

#### Western Union Telegraph Co.

Nov. 15, 1961 it was reported that this company plans to sell \$50,000,000 of debentures early in 1962. **Proceeds**—To repay short-term loans. **Office**—60 Hudson St., N. Y. **Underwriters**—Kuhn, Loeb & Co., and Lehman Brothers, N. Y.

#### Wisconsin Southern Gas Co.

Dec. 12, 1960 it was reported in a company prospectus that an undetermined amount of capital stock or bonds will be sold in 1961-1962. **Proceeds**—For the repayment of short-term bank loans incurred for property additions. **Office**—Sheridan Springs Road, Lake Geneva, Wis. **Underwriter**—The Milwaukee Co., Milwaukee, Wis.

### Named Director

James H. Lavenson has been elected to the Board of Directors of Templeton, Damroth Security Managers, Inc., according to an announcement made by William G. Damroth, President of the firm.

Mr. Lavenson is President of the Lavenson Bureau of Advertising, Inc., of Philadelphia and also serves on the board of directors of Bayshore Industries, Inc. of Amesterdam, N. Y. and the board of the Young Presidents' Organization. In addition, he is a member of the Public Relations Policy Committee of the American Cancer Society.

Templeton, Damroth Security Managers, Inc. is sponsor, manager or distributor for four mutual funds including Nucleonics, Chemistry & Electronics Shares; Research Investing Corporation and

Lexington Income Trust. Assets managed by Templeton, Damroth amount to over \$89 million.

### With Currier & Carlsen

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—James C. Holesapple has become affiliated with Currier & Carlsen, Incorporated, 210 West Seventh Street. He was formerly with Pacific Coast Securities Company.

### Shields Opens New Branch

NIAGARA FALLS, N. Y.—Shields & Company has opened a branch office at 212 First Street under the direction of Joseph P. Biamonte.

### Forms Cole & Co.

CHICAGO, Ill.—Arthur A. Cole is engaging in a securities business from offices at 176 West Adams Street under the firm name of Cole & Co.

### Form Western Reserve Securities

(Special to THE FINANCIAL CHRONICLE)  
CLEVELAND, Ohio—Western Reserve Securities Company has been formed with offices in the Terminal Tower to engage in a securities business. Cecil J. Walton is President, and Nick Billie, Secretary-Treasurer.

### Named Director

Stanley Heller, Senior Partner of the New York Stock Exchange firm of Stanley Heller & Co., was elected a director of U. S. Markets, Inc., it has been announced.

### Joins Fairman Staff

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—Ralph W. Spaulding has joined the staff of Fairman & Co., 210 West Seventh Street, members of the Pacific

Coast Stock Exchange. Mr. Spaulding has recently been with Leo G. MacLaughlin Securities Co.

### Westheimer & Co. Opens Ft. Wayne Branch

(Special to THE FINANCIAL CHRONICLE)  
FT. WAYNE, Ind.—Westheimer and Company, members of the New York and Cincinnati Stock Exchanges, has opened an office at 212 West Jefferson Street. Associated with the new branch are Robert W. Harper, Richard C. McBride and George W. Stocksdale. All were formerly officers of First Securities Corp., which has been dissolved.

Shearson, Hammill Branch  
JACKSONVILLE, Fla.—Shearson, Hammill & Co. has opened a branch office in the Barnett Bank Building under the management of Fred L. Mullikin, Jr.

### With Paine, Webber

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—George A. Davis III has become associated with Paine, Webber, Jackson & Curtis, 626 South Spring Street. He was formerly with Sutro & Co.

### Joins McDonnell Co.

(Special to THE FINANCIAL CHRONICLE)  
DENVER, Colo.—Charles E. Fuller IV has become associated with Quinn & Co., American National Bank Building. Mr. Fuller was formerly with Thomson & McKinnon in Miami, Fla.

### Hutton Adds to Staff

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—Herbert D. Singer has been added to the staff of E. F. Hutton & Company, 623 South Spring Street. He was formerly with Mitchum, Jones & Templeton.



# WASHINGTON AND YOU



BEHIND-THE-SCENES INTERPRETATIONS  
FROM THE NATION'S CAPITAL

WASHINGTON, D. C. — When President Kennedy was seeking the White House he was a red hot champion of some brand new farm policies designed to help the farmer. He would still like to do something.

However, there is no doubt that he has become disenchanted with his Administration's policies. Perhaps the President would not say so publicly. Nevertheless, he has told advisers that he is keenly disappointed that the policies have not resulted in a sharp reduction in troublesome farm surpluses.

The continuing huge surpluses involving subsidy costs have knocked or helped to knock the budget away out of balance. For instance, the ideal growing weather the past season for corn and some other crops has helped to swell surpluses.

The feed-grain program was designed to reduce corn production by about 20% this year, but actually production is off only about 10%. What happened (in addition to favorable weather) was this: Many thousands of farmers signed up for the government program and reduced the corn acreage substantially in order to be eligible for bigger price supports.

On the remaining acreage the farmers ploughed their rows a little closer and poured the fertilizer on in copious quantities. Then, with a plentiful supply of rainfall, the stalks of corn were laden with ears. As a result, there was a record yield for the acreage planted under the subsidy program.

## Theory and Fact

What about the wheat farmer? Nearly everyone knows that the wheat surpluses have long been a national problem. Major users of wheat flour are now disturbed over the long-range impact of the support programs sponsored by Congress. For instance, the bakers know that these Congressional policies are designed to help the wheat farmer become exempt from the basic economic law of supply and demand. Therefore, the wheat farmer is naturally more interested in the quantity. As a result, there has been a lack of incentive for production of better grades of wheat.

President Kennedy, on the advice of his farm experts, had placed great confidence in the new feed grain program. The farmers are being paid about \$780,000,000 to reduce the corn and sorghum grain. Nevertheless, the goal and aim is not being reached because of the great production all over the Corn Belt as well as in other states that grow corn and sorghum feed grain on a commercial basis.

Because of the great technological progress in agriculture, the farmers are producing more and more on less and less. It is because of the progress that the control measures are not meeting the goals for which they were designed.

## Time for a Change in Policy

The time has come when something should be done about the whole agricultural support program. Actually, the Federal Government should participate less in agriculture—not more.

Perhaps nearly every housewife in our country would favor our government storing a surplus—a "reasonable surplus" of wheat, corn and cotton, edible peas and beans and other things in the event of an unforeseen great drouth or national catastrophe. Our government could readily afford it, but it cannot afford continuing the tremendous subsidies that are being paid out year after year.

There is no doubt that the matchless productivity of our farm land, and the efficiency of the farmer, are tremendous forces for peace. The facts are the efficiency of the farmer is partially due to replacing labor with capital. It is estimated that the total investment in agriculture is now in excess of \$200 billion.

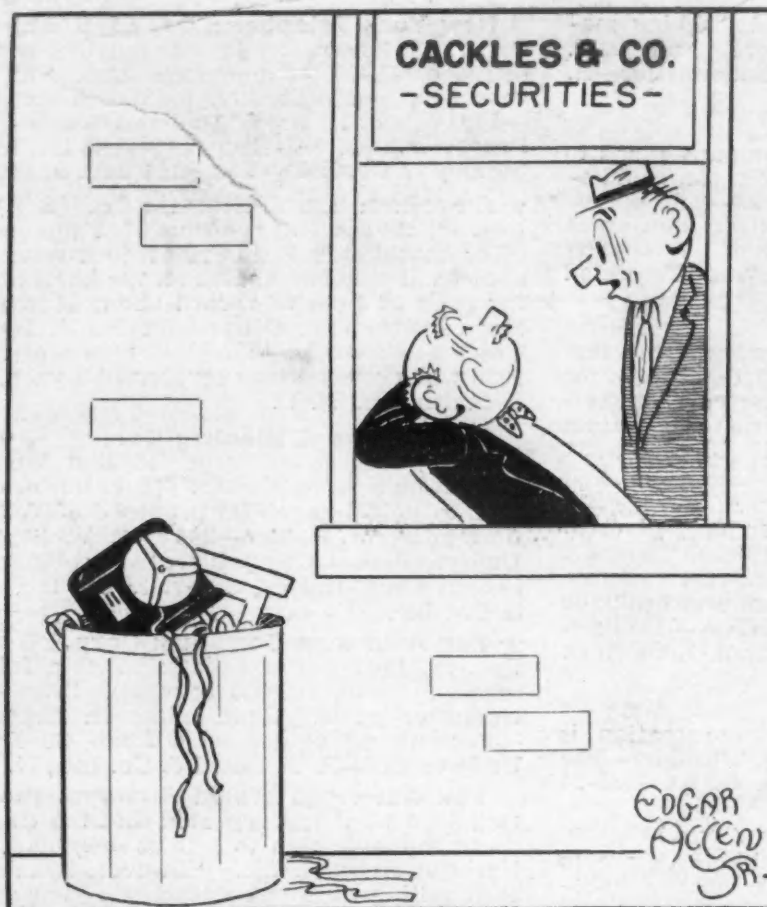
It is a vast enterprise. It includes 4,000,000 farmers and their families.

President Kennedy said at the Los Angeles Democratic convention in July, 1960, and in his campaign speeches, that if elected, he would make an all-out effort to raise the farm income. Price supports for the 1961 crop of cotton, rice, peanuts, dairy products, flue cured tobacco, among other things, have been raised.

## Secretary Freeman's Thesis

Secretary of Agriculture Orville Freeman is striking back at critics of the surplus and subsidized agriculture, just as some of his predecessors in this Cabinet post have done. He makes some pertinent points that have some personal significance to each of us. For instance, he declares that it is of personal interest to all in this great period on international crisis that we have an unequalled abundance of food.

The technological revolution touches every dinner table in the land and there are few points of greater interest to the average housewife than that, asserts the former Governor of Minnesota. He insists, with some sound reasoning, of course, that food in the United States is the biggest bargain in the cost of living index. Nevertheless, he said that he doubts if one in 50 housewives know it.



"Haven't seen you so happy in years, Cackles, what's the secret?"

Meantime, Secretary Freeman a few days ago at a news conference in his office said the Department itself is planning on a little technological revolution all its own.

The Department, with 96,000 employees scattered all over the Nation, now has its payroll every two weeks processed in 87 different offices. In about a year from now it is going to start processing them in one single office and that will save the Department an estimated \$1,500,000 a year.

## A Way of Life

The Department of Agriculture is a far different organization obviously than when it was created by legislation in 1862. The salary of the first commissioner, Isaac Newton, was \$3,000, and during its first year of operation it cost our government \$60,000. But like nearly every other department, bureau and agency of the government, the cost has been going up.

One of the first functions of the Department was the distribution of 300,000 packets of seed, largely through members of Congress. In his first report submitted to President Abraham Lincoln in January, 1863, the first head of the agriculture section of our government, declared: "The United States are, and must always remain, an agricultural nation."

About 100 years ago when President Lincoln presented his first annual message to Congress, he recommended that something "be done" for agriculture. The facts are that, in the intervening century, despite the continuous efforts of the Federal Government to "cure agriculture's ills," the situa-

tion has gotten progressively worse. In view of the record, perhaps it might be a good idea for the government to eliminate its "benevolent" hand altogether and let the marketplace take over.

Incidentally, Congress will be returning to the capital next month with some members determined to try and get through new farm legislation to cure the "ills of agriculture."

[This column is intended to reflect the "behind the scene" interpretation from the nation's Capital and may or may not coincide with the "Chronicle's" own views.]

## Middendorf, Colgate Co. To Form in NYC

As of Jan. 1, Middendorf, Colgate & Co., members of the New York Stock Exchange, will be formed with offices at 51 Broad Street, New York City, to engage in the securities business. Partners will be Henry S. Middendorf; J. William Middendorf II, who will acquire a membership in the New York Stock Exchange, Schach A. Van Steenberg, Austen B. Colgate, E. Phillips Hathaway, and William C. Mueller. Henry S. Middendorf and J. William Middendorf II are Partners in Wood, Struthers & Co.

## New Loewi Branch

MONROE, Wis.—Loewi & Co., Incorporated has opened a branch office at 1515 11th Street under the management of Roger K. Moe.

# COMING EVENTS

IN INVESTMENT FIELD

Jan. 22-23, 1962 (Washington, D. C.) Association of Stock Exchange Firms Board of Governors meeting at the Statler Hilton Hotel.

Jan. 29, 1962 (Chicago, Ill.) Investment Traders Association of Chicago annual midwinter dinner at the Ambassador West.

Feb. 9, 1962 (Boston, Mass.) Boston Securities Traders Association Annual Winter Dinner at the Statler Hilton Hotel.

March 30, 1962 (New York City) New York Security Dealers Association 36th Annual Dinner at the Waldorf Astoria Hotel.

April 8-10, 1962 (San Antonio, Tex.)

Texas Group of Investment Bankers Association of America, annual meeting at the St. Anthony Hotel.

May 6-9, 1962 (Seattle, Wash.) National Association of Mutual Savings Banks 42nd annual conference at the Olympic Hotel.

May 9-12, 1962 (White Sulphur Springs)

Investment Bankers Association meeting of Board of Governors.

May 14-15, 1962 (Detroit, Mich.) Association of Stock Exchange Firms Board of Governors spring meeting at the Dearborn Inn.

Sept. 19-21, 1961 (Santa Barbara, Calif.)

Investment Bankers Association Board of Governors Meeting.

Sept. 23-26, 1962 (Atlantic City, N. J.)

American Bankers Association annual convention.

Oct. 8-9, 1962 (San Francisco) Association of Stock Exchange Firms Fall Meeting at the Mark Hopkins Hotel.

Oct. 11-12, 1962 (Los Angeles) Association of Stock Exchange Firms Board of Governors meeting at the Ambassador Hotel.

Nov. 4, 1962 (Boca Raton, Fla.) National Security Traders Association Convention.

Nov. 25-30, 1962 (Hollywood, Fla.) Investment Bankers Association Annual Convention at Hollywood Beach Hotel.

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